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ANNIVERSARY SPECIAL COMPENDIUM



जितिन प्रसाद
JITIN PRASADA



वाणिज्य एवं उद्योग तथा
इलेक्ट्रॉनिकी और सूचना प्रौद्योगिकी राज्य मंत्री
भारत सरकार
**Minister of State for
Commerce & Industry
and Electronics & Information Technology
Government of India**

Message

Thirty-five years in any sphere of public service is a significant landmark. For an institution like Software Technology Parks of India, it is a milestone that warrants not just celebration, but deep reflection on the scale and sincerity of impact achieved.

STPI was born in a year that changed India's economic trajectory. As the country opened its doors to liberalisation, STPI opened a window for Indian software talent to engage with the world on its own terms. The results have been transformative. From modest beginnings, STPI has grown into a network of more than 70 centres, spanning the length and breadth of the country, facilitating thousands of registered enterprises and generating software exports that have made India a name synonymous with technology excellence globally.

What has always struck me about STPI's model is its inclusivity. Innovation and technology entrepreneurship are not confined to a handful of cities or a privileged few; STPI has worked consistently to ensure that a founder in a smaller town has access to the same quality of support and infrastructure as one in a major metropolitan centre. This democratisation of opportunity is perhaps STPI's most enduring contribution.

As India advances toward its goals of technological self-reliance and global leadership in emerging technologies, institutions with STPI's track record and reach will be indispensable. The organisation has earned the trust of the ecosystem, and that trust is its most valuable asset.

I warmly appreciate the way this commemorative compendium captures and represents STPI's journey. It is a fitting tribute to an institution that has contributed immensely to India's technology future.

Best Wishes!

(JITIN PRASADA)



एस. कृष्णन, आई.ए.एस.
सचिव
S. Krishnan, I.A.S.
Secretary



इलेक्ट्रॉनिकी और सूचना प्रौद्योगिकी मंत्रालय
भारत सरकार
**Ministry of Electronics &
Information Technology (MeitY)**
Government of India

Message

Three and a half decades ago, India stood at a crossroads, a nation brimming with intellectual potential but constrained by infrastructure and global connectivity. The establishment of the Software Technology Parks of India in 1991 was not merely a policy decision; it was an act of audacious faith in the Indian technologist.

Today, as STPI celebrates 35 years of transformative impact, we reflect on a journey that has been nothing short of extraordinary. From enabling the first software exports over satellite links to nurturing a generation of deep-tech startups, STPI has remained the quiet but powerful engine of India's technology ascendancy. It has evolved from a single-window facilitation body into a full-spectrum innovation ecosystem, incubating ideas, accelerating enterprises, and connecting Indian talent to global markets.

The India of 2026 is a digital powerhouse, a nation that leads in fintech, space-tech, healthtech, and artificial intelligence. STPI's footprint is woven into each of these stories. Its 70-plus centres across the country have democratised opportunity, ensuring that innovation is no longer the privilege of metro cities alone but a promise extended to every corner of Bharat.

As we look ahead, the mandate is even more compelling: to position India as a product nation, a global innovation hub, and a trusted technology partner to the world. STPI is well-placed to lead this next chapter.

I congratulate the STPI family on this milestone and commend this compendium as a valuable chronicle of a remarkable institution's journey.

Best Wishes!

(S Krishnan)

Place: New Delhi
Dated: June 3, 2026





अरविंद कुमार
महानिदेशक

Arvind Kumar
Director General

सॉफ्टवेयर टेक्नोलॉजी पार्क्स ऑफ इंडिया

(इलेक्ट्रॉनिक्स और सूचना प्रौद्योगिकी मंत्रालय, भारत सरकार के
अन्तर्गत स्वायत्त सोसाइटी)

Software Technology Parks of India

(An Autonomous Society under Ministry of Electronics
& Information Technology, Govt. of India)

Message

Thirty-five years is a long time in any field. In technology, it is an eternity and a testament.

When STPI opened its doors in 1991 under the aegis of MeitY, India's software exports were modest and its global technology brand was still nascent. The organisation was tasked with a singular mission: to create an enabling environment for software export promotion. What followed was a journey that would reshape India's economic and technological identity.

From providing dedicated data communication links at a time when internet access was a luxury, to today operating a pan-India network of innovation centres, incubators, and accelerators, STPI has continuously reimagined its role. We have nurtured over a lakh of registered units, facilitated software exports worth lakhs of crores, and seeded thousands of startups that now compete on the world stage.

Yet, our most cherished achievement is not a number; it is the culture of innovation we have helped cultivate. Every engineer who found their first opportunity through an STPI-registered company, every founder who built their prototype in an STPI incubator, every product that carried the "Made in India" label to global markets, these are the true measure of our journey.

Today, STPI is far more than a facilitation organisation. It is a mentor to startups, a catalyst for product innovation, a bridge between emerging entrepreneurs and global markets. Initiatives like Next Generation Incubation Scheme (NGIS), and the Centre of Entrepreneurship have reshaped how India thinks about home-grown technology ventures. The focus has shifted from services to products, from output to impact.

As we step into our 36th year, we do so with renewed purpose. The future belongs to deep technology, sustainable innovation, and inclusive growth, and STPI is committed to being at the forefront of each frontier.

This compendium is a tribute to our collective journey. I hope it inspires the next generation of Indian innovators to dream bigger and build bolder.

My Best Wishes!


(Arvind Kumar)



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सुबोध सचान
निदेशक

Subodh Sachan
Director



सॉफ्टवेयर टेक्नोलॉजी पार्क्स ऑफ़ इंडिया
(भारत सरकार, इलेक्ट्रॉनिक्स एवं सूचना प्रौद्योगिकी मंत्रालय के अन्तर्गत स्वायत्त सोसाइटी)

Software Technology Parks of India
(An Autonomous Society under Govt. of India,
Ministry of Electronics & Information Technology)

Message

Every great institution has a founding insight, a core idea that remains relevant across decades even as everything around it changes. For STPI, that insight was simple and profound: given the right environment, Indian technology talent can compete with and lead the world.

Thirty-five years on, that insight has been validated beyond all imagination. India which once imported software, now exports digital solutions to over 200 countries. The entrepreneurs who once struggled for bandwidth and basic infrastructure now lead global unicorns and deep-tech ventures. STPI has been a constant companion in that transformation. My own work within STPI has reinforced a belief I hold strongly, that policy becomes most powerful when it touches individual lives. Behind every software export statistic is a team of developers whose careers were shaped by opportunities STPI helped create. Behind every successful startup is a founder who perhaps took their first step in one of our incubation centres.

Looking ahead, the challenges and opportunities are equally immense. Artificial intelligence, semiconductor design, space technology, green-tech, these are the new frontiers, and India is positioning itself as a key player in each. STPI's role in this emerging landscape is to do what it has always done: reduce friction, amplify ambition, and connect innovators to possibilities.

This anniversary compendium, developed by STPI in collaboration with Elets Technomedia, captures this remarkable journey and the spirit that has shaped it over the past 35 years. I extend my sincere appreciation to Ravi Gupta, Founder and CEO, Elets Technomedia, and his team for their valuable support in bringing this publication to life. I hope this compendium serves not only as a record of our collective achievements but also as an inspiration for those who will shape India's technology future in the years ahead.

Best Wishes!

(Subodh Sachan)



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Behind every
Indian Tech success
there's a STPI story



STPI - Chennai

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**FROM STPI'S INCEPTION TO ITS ROLE IN SHAPING INDIA'S
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STPI - Guwahati



STPI - Patna

STPI

THE INVISIBLE BACKBONE

35 YEARS OF IMPACT



Ministry of Electronics and Information Technology Government of India



In 1991, a small group of people inside the government were thinking about software. Not defense. Not steel. Not the grand infrastructure projects that had defined Indian ambition for four decades. Software. The invisible thing. The thing you could not touch or weigh or put on a ship. The thing that a handful of engineers were already quietly selling to American companies from offices in Bengaluru and Pune, certain of one thing above all else: that Indian minds, given the right infrastructure and a clear runway, could compete with anyone in the world.

They were right. They just needed someone to build the runway

Software Technology Parks of India was that runway. It gave India's engineers reliable bandwidth, a legal framework that made sense, and something quietly revolutionary: the institutional confidence, and belief that the country was betting on them. That is the story this compendium tells. Not just what STPI did. But what India became because the Government decided it should.

There is a story that people in the technology industry still tell, sometimes with quiet wonder and sometimes with the pride of a secret known only to those who were there. It is the story of a bet placed on a country that the world had largely written off, at a moment when that country could barely afford to keep its lights on. In the summer of 1991, India's foreign exchange reserves had fallen so catastrophically that the Reserve Bank of India had enough hard currency to cover barely two weeks of essential imports. The country pledged gold reserves to international banks to avoid sovereign default.

And yet, within that very same summer of crisis, something quiet and consequential was being built. Not in the halls of South Block, where the finance ministry was wrestling with the rupee and pleading with the International Monetary Fund, but in the technical corridors of the Department of Electronics. A modest government organisation called the Software Technology Parks of India had been constituted just weeks earlier, in June 1991, with a mandate that must have seemed almost quixotic at the time: to make India a serious exporter of software.

Thirty-five years later, that mandate has been fulfilled beyond the imagination of the government. STPI-registered units exported software worth Rs. 12.4+ lakh

crore in the financial year 2025-26. That single number, which accounts for more than 50 percent of India's total national software exports, is the answer to the question that opened this essay. And the fact that nobody in the world asks that question anymore is perhaps the most eloquent testimony to what was built.

From Rs. 52 crore in 1992-93 to Rs. 12.4+ lakh crores in 2025-26. That is not growth. That is a transformation of civilisational proportions.

The World That Made STPI Necessary

To understand what STPI achieved, it is important to understand the environment in which it was created. In 1991, India had immense technical talent, but the software industry lacked a dedicated support system. There was no single-window framework for software exports, access to quality infrastructure was limited, and technology companies often had to navigate multiple processes to grow their businesses.

This was the central contradiction that STPI was designed to resolve. Texas Instruments, which had begun software operations in Bengaluru in 1985, was the only company in India exporting software through a dedicated satellite earth station. It could do so because it had negotiated a special arrangement. Every other software firm in the country had to either find workarounds, travel physically with code on magnetic tapes, or simply give up. The technology existed. The engineers existed. The customers in America and Europe existed. What was missing was a legal, affordable, reliable pathway from Indian brains to global markets.

The conceptual solution came from Dr. N. Seshagiri of the Department of Electronics, who conceived what he called the Software Technology Park scheme: a mechanism by which a government entity could legally provide VSAT satellite communications to private companies without those companies breaching the telecommunications monopoly, since the government entity itself owned by definition cannot breach its own monopoly. It was bureaucratic judo, using the system's own weight to overcome the system's own obstruction. The scheme was driven into implementation by N. Vittal, the formidable Secretary of the Department of Electronics, who saw in it

nothing less than the potential to restructure India's economic future.

The first three Software Technology Parks were established in Bengaluru, Bhubaneswar, and Pune, even before STPI was formally constituted as an autonomous society. When STPI came into formal existence in June 1991, it inherited these three parks and a singular mission. Registered units would receive a single-window clearance for all government approvals, access to high-speed satellite data links at a shared cost, and a package of incentives including 100 percent foreign equity permission, duty-free import of capital goods, tax holidays, and deemed exporter status. For the first time in India's post-independence history, a small software company could set up in one of these parks and reasonably expect to compete on technical quality alone, rather than on its ability to navigate regulatory labyrinths.

The Early Years: A Leap of Faith

The numbers in those early years were small but the trajectory was unmistakable. In 1992-93, the first full year of operations, STPI-registered units exported software worth Rs. 52 crore. That number would double within two years and double again within four. By the time India had fully absorbed the reforms of 1991, having buried within it the indefinite extension of tax exemptions for software exports, the conditions were in place for something extraordinary.

The dot-com boom in the United States created demand for software engineers that American universities could not supply fast enough. India's engineering colleges, a legacy of investment in technical education, were producing graduates

In FY 2026 Exports from 8000+ STPI-Registered units has crossed Rs. 12.4 Lakh Crores. Currently STPI provides assistance to the IT industry from its 14 directorates & 73 centres spread across India

who happened to speak English, were willing to work at rates that made offshore development economically compelling, and had a cultural affinity for mathematics and logical problem-solving that suited the work. The STPI centres in Bengaluru, Hyderabad, Pune, and Noida became the physical addresses where this international demand met Indian supply. Infosys, Wipro, HCL, TCS and dozens of other companies that would eventually become global giants were either born inside or grew up inside the STPI ecosystem.

By 2010-11, exports from STPI-registered units had crossed Rs. 2.15 lakh crore. By 2019-20, they had reached Rs. 4.66+ lakh crore. By 2021-22, which was also the year that the pandemic had demonstrated to the world that software work could

be done from anywhere, the figure had crossed Rs. 6 lakh crore. The graph of these numbers does not merely go upward; it curves upward, the shape of compound interest over decades, the visual proof of what sustained institutional support can accomplish when applied to genuine talent in a liberalised environment.

India began as the world's back office. It is now the world's technology laboratory.

What STPI Actually Did: The Infrastructure Nobody Talks About

There is a tendency, in narratives about India's software success, to focus on the entrepreneurs: the men who built companies from garage offices to billion-dollar enterprises. That story is real and worth telling. But it often obscures the equally important story of the infrastructure that made those entrepreneurs possible. STPI was that infrastructure, and its role was less glamorous but no less essential than the companies it supported.

In the early years, STPI's most critical function was simply providing connectivity. Satellite links that an individual company could not afford became accessible through shared infrastructure. A young software firm in Bengaluru or Bhubaneswar could transmit code to its American client at a speed and reliability that had previously been available only to Texas Instruments by special arrangement. This democratisation of connectivity was not a small thing. It was the difference between being able to compete and not being able to compete.

Beyond connectivity, STPI provided plug-and-play incubation facilities: ready-to-use office space that spared young companies the time, capital, and attention that setting up physical infrastructure would have demanded. Single-window clearances meant that a registered unit did not need to navigate separately through customs, telecommunications, foreign exchange, and corporate compliance. STPI took on the administrative burden, allowing companies to focus on what they were actually good at: writing software.

Over the decades, as India's regulatory environment improved and private companies became capable of handling much of what STPI had once provided exclusively, STPI evolved. It built SoftNET, a high-speed data network designed to provide reliable connectivity particularly in locations where commercial internet infrastructure was unreliable. These were not flashy initiatives that attracted press coverage. They were the foundational plumbing without which the edifice of India's software industry could not have been built.

The Geography of Ambition: Taking IT to Bharat

One of the most consequential decisions in STPI's three-and-a-half decade history has been its deliberate and sustained effort to take the information technology industry beyond the traditional metros. Bengaluru, Hyderabad, Pune, Chennai, Noida: these cities became synonymous with Indian IT, and rightly so. But the concentration of opportunity in a handful of cities also created the risk of a bifurcated country, one in which the benefits of the digital economy were confined to the English-speaking, migration-capable, well-connected fraction of the population.

STPI's expansion tells a different story. From the original three centres in 1991, the organisation has grown to 73 centres spread across the country. Of those,

STPI Infrastructure Overview (As on Date)	
Infrastructure	As on date
Total Infrastructure Area	19.85 lakhs Sq.ft
Raw Incubation Space	7.31 lakhs Sq.ft
Plug n play Seats	5100+
Total No. of Incubatees	500+
New centres which are under various stages of implementation	13

the overwhelming majority are located in Tier-II and Tier-III cities: places like Agartala, Bhilai, Bhopal, Dehradun, Guwahati, Mohali, Patna, Vijayawada, Warangal, Tirupati, Kakinada. These are not names that appear frequently in the technology press. But they are the names of cities where young people with engineering degrees have historically had two choices: migrate to a metro, or abandon their field. STPI's centres in these cities represent a third choice.

The numbers that flow from this decentralisation are striking. More than 85 percent of STPI's facilities are now situated in smaller cities. The Industry facilitated by STPI has helped create approximately 2.98 lakh jobs in the FY 2024-25 in non-metro regions. For a policy that was designed primarily to promote software exports, this secondary effect of geographic redistribution has been one of the most significant contributions to inclusive growth that any government institution in the technology sector has made.

The India BPO Promotion Scheme, which STPI managed as the nodal agency, targeted the creation of 48,300 seats for BPO and IT-enabled services operations in states that had historically been bypassed by the sector. With a total outlay of Rs. 493 crore and a financial support of up to Rs. 1 lakh per seat, the scheme demonstrated that IT jobs could be created not just where they had always existed but where they were most needed. By March 2025, more than 53,376 employment positions had been reported under the scheme. The state of Andhra Pradesh alone received 13,792 seats, and Visakhapatnam created 10,000 jobs in the sector: numbers that represent actual livelihoods, not policy documents.

North East BPO Promotion Scheme (NEBPS)

The STPI's most important initiative has been the North East BPO Promotion Scheme (NEBPS), launched to create employment opportunities in India's North-Eastern States. By this Initiative, STPI promoted BPO and ITES operations in states where large-scale technology employment had historically been limited. The NEBPS supported the infrastructure creation, operational incentives, and employment generation, which enabled the companies to establish the service delivery centres in the emerging locations. This Initiative not only generated thousands of job opportunities but also integrated the North-East more deeply into the digital economy of India. It highlighted the STPI's larger philosophy that regional inclusion must be central to national innovation. By extending digital opportunities to frontier regions, NEBPS became a critical example of technology-led inclusive development.

The Startup Revolution: Building the Next Wave

If the first three decades of STPI's existence were about enabling exports from established companies, the institution's more recent chapter is about something different: building the innovation ecosystem that will define India's technology industry in the decades ahead. This is the chapter of Centres of Entrepreneurship, of the Next Generation Incubation Scheme, of a deliberate bet on startups and deep-tech founders who want to build products rather than services.

The distinction matters enormously. India's software industry was built on services: writing code for other people's products, managing other people's systems, and running other people's business processes. This model was enormously successful and generated hundreds of billions of dollars in export revenue. But it also left India as a participant in other nations' technology stacks rather than the builder of its own. The shift toward software products, toward original intellectual property, toward technology that India designs and owns, and sells to the world on its own terms, is the ambition that animates STPI's current work.

STPI's 24 Centres of Entrepreneurship, or CoEs, are the most visible expression of this ambition. These are not generic incubators. Each CoE is domain-specific, built around a particular technology or industry vertical, and established in collaboration with industry partners, state governments, academic institutions, and domain experts.

The CoE for autonomous, connected, electric, and shared mobility in Pune (Motion CoE) was built with partners including Tata Motors, Intel, MathWorks, Visteon, and the College of Engineering Pune. The blockchain CoE of STPI in Gurugram, known as Apiary, focuses on blockchain applications in finance and supply chain. The gaming, animation, and AR/VR CoE of STPI in Hyderabad, called IMAGE, gives a home to India's aspirations in the creative technology sector. The FinGlobe CoE of STPI at GIFT City in Gandhinagar, the 24th and newest of these CoEs, is positioned within India's premier international financial services hub to serve fintech startups building solutions for global financial markets.

The results from these CoEs, taken together, represent something genuinely new in the Indian startup ecosystem. By 2026, STPI's 24 Centres of Entrepreneurship (CoEs) and the Next Generation Incubation Scheme (NGIS) had collectively supported more than 1700 startups, enabled the development of over 3121 products, and facilitated 1150+ IPR filings across emerging technology sectors.

These are not simply incubated companies in the conventional sense of companies given an office and left to find their way. They are companies that have received seed funding, specialised laboratory infrastructure, mentorship from domain experts, connections to investors, help with regulatory compliance and patent filing, and access to markets through national and international exhibitions.

In FY 2025 -26 alone, around 200 startups were supported. 179 new products created. 240 IPR filings. These are the numbers that say India is no longer just writing code for others.

The financial leverage that STPI has achieved through its startup programs is particularly remarkable. By 2026, startups incubated under STPI initiatives such

as Leap Ahead, CoEs, and NGIS had secured nearly Rs. 1100+ crore in external funding, backed by approximately Rs. 60 crore in seed support facilitated by STPI. That is for every rupee of public money invested, eleven rupees of private capital have been attracted. In the language of venture capital, that is an exceptional return on a catalytic investment.

Individual startups within the STPI ecosystem give texture to these aggregate numbers. Matference Technologies, from the NGIS cohort in Prayagraj, has developed an AI-based voice-enabled debt resolution platform that connects lenders with rural borrowers in Tier-III regions, promoting financial inclusion in communities that formal banking has historically found difficult to serve. Garudalytics has built an AI-powered smart mapping platform with voice-activated geospatial analytics and three-dimensional visualisation capabilities that are finding applications in infrastructure planning and natural resource management.

These companies are not writing code for American corporations. They are building Indian products for Indian and global problems. That shift, small in absolute numbers today, represents the direction of travel for the next chapter of India's technology story.



The Next Generation Incubation Scheme: A Bet on the Margins

Of all the programs that STPI has run in its recent history, the Next Generation Incubation Scheme may be the one that most clearly expresses the institution's evolving philosophy. NGIS is a comprehensive incubation program with a budgetary outlay of Rs. 95.03 crore over three years, designed to support approximately 300 startups working on software product development in 12 Tier-II locations: Agartala, Bhillai, Bhopal, Bhubaneswar, Dehradun, Guwahati, Jaipur, Lucknow, Prayagraj, Mohali, Patna, and Vijayawada.

The geography of that list is itself a statement of intent. None of these cities is on the traditional circuit of venture capital firms or startup accelerators. A founder building a company in Patna or Agartala does not have easy access to the informal networks, the industry events, the investor meetings, and the co-founder communities that exist in Bengaluru or Delhi. NGIS is an attempt to make that access irrelevant by bringing the infrastructure of opportunity to where the people are, rather than expecting people to relocate to where the infrastructure exists.

Each selected startup under NGIS receives seed funding of up to Rs. 25 lakh, delivered in tranches tied to milestones rather than upfront, which creates accountability without creating bureaucratic paralysis. Beyond funding, NGIS provides physical incubation within plug-and-play facilities, access to a dedicated software product security testing service, mentorship from a pool of more than 219 mentors and 49 knowledge partners, connections to venture capital through structured investor meets, and help with IPR filing. The selection process, called CHUNAUTI (Challenge Hunt Under NGIS for Advanced Uninhibited

Technology Intervention), is rigorous: the inaugural round received more than 6,700 applications, of which 1,820 qualified for further consideration and 111 were selected for presentation before an expert panel.

The Technology Frontier: AI, IoT, Blockchain, and What Comes Next

STPI's current work sits at the intersection of the technologies that will define the next two decades of human economic activity. Artificial intelligence, the Internet of Things, blockchain, machine learning, augmented and virtual reality, autonomous mobility, cybersecurity and data science: these are the domains in which STPI's CoEs and incubation programs are placing their bets.

The choice of these domains is not arbitrary. Each represents an area where India has a realistic path to global competitiveness and where building domestic capability serves both export ambitions and national interest. In medtech, the ability to develop affordable diagnostic devices for Indian conditions serves both the domestic healthcare system and a potential export market in developing countries facing similar challenges. In agritech, solutions developed for Indian farmers and Indian crops have potential applications across the entire tropical and subtropical world.

The CoE ecosystem that STPI has built captures these domain specificities with some precision. The MedTech CoE in Lucknow focuses on affordable medical electronics, supporting startups developing portable diagnostic devices and remote patient monitoring systems suited to India's primary healthcare infrastructure. The STPI Fasal CoE in Akola, in Maharashtra's Vidarbha region, works on IoT-enabled devices that help farmers optimize irrigation, fertiliser use, and pest management: technologies developed for the specific soil types, crop varieties, and water conditions of central India. The IMAGE CoE in Hyderabad taps into India's deep reserves of creative talent to build gaming and visual effects capabilities that compete with studios in Los Angeles and Seoul.



STPI - Meerut

The infrastructure that supports these programs has also evolved considerably. STPI has established specialised laboratory facilities including Radio Frequency Labs, Electric Vehicle Labs, Autonomous Vehicle Labs, IoT Labs, Motion Capture Labs, Computer Vision and AI Labs, Health Informatics Labs, Virtual Reality and Augmented Reality Labs, FinTech Sandbox environments, and FabLabs. These are not conference rooms renamed with technical-sounding labels. They are functional research facilities that give startup founders access to equipment and testing infrastructure that would cost crores to replicate independently.

The SAYUJ Ecosystem: Connecting the Dots



One of the more quietly important recent developments in STPI's evolution is SAYUJ, described as a digital hub connecting startups, mentors, and investors. In the language of startup ecosystems, what STPI has been building through SAYUJ is a marketplace of connections: a platform where a founder in Bhubaneswar can find a mentor in Bengaluru, where an investor looking for opportunities in deep tech can discover startups incubated in STPI's NGIS program, where a company that has graduated from incubation can find partners for its next stage of growth.

SAYUJ sits alongside the Ananta Cloud platform and STPI's six operational data centres as part of the organisation's digital infrastructure for the startup ecosystem. Together, these platforms represent STPI's recognition that the support a startup needs is not simply physical: it is also connectivity, computing resources, market access, and human networks. The organisation that began by providing satellite bandwidth is now also providing cloud bandwidth, not just for data transmission but for the more complex and ultimately more valuable transmission of knowledge, relationships, and opportunity.

The International Dimension: Indian Startups on the Global Stage

STPI's ambition has always been outward-facing. Software Technology Parks were created to facilitate exports, and that orientation has persisted even as the nature of what STPI does has evolved. The organisation's recent international activities make clear that this outward orientation now extends to its startup portfolio.

At VivaTech 2025 in Paris, one of Europe's premier technology and innovation events, STPI showcased a selection of high-potential Indian startups from its CoE and NGIS programs. The appearance at VivaTech was not a trade mission in the traditional sense: it was a demonstration that the startups being incubated in India's Tier-II cities and domain-specific CoEs are ready to compete for customers, partners, and investment on the global stage. STPI has also co-hosted major events, including the TiE Global



Early Site of STPI Bengaluru

Summit, the Bengaluru Tech Summit, and the India AI Impact Summit, each of which has served as a platform for its startup community to present to larger audiences.

The Institutional Architecture: How STPI Works

It is worth pausing to reflect on what kind of organisation STPI is and why that matters. It operates as an autonomous society under the Ministry of Electronics and Information Technology, Government of India which gives it a character that is neither fully governmental nor fully commercial. It has the mandate of a public institution and the flexibility of an autonomous body. It can move faster than a government department and is held to a broader public purpose than a private organisation. This structural position has been important to its effectiveness.

STPI's work involves liaising simultaneously with the central government, state governments, industry associations, academic institutions, investors, and international organisations. The breadth of these relationships is what makes the CoE model work: a domain-specific centre for autonomous mobility is not effective if it involves only government officials and startup founders. It needs automotive companies, research institutions, testing facilities, regulatory bodies, and investment funds all in the same room, working toward a shared goal. STPI's convening power, its ability to bring these actors together around a common purpose, is one of its most underappreciated institutional assets.

The organisation has maintained ISO 9001 certification for its quality management systems, which reflects a commitment to operational discipline that might seem surprising in a public-sector body but is entirely consistent with an organisation that has to meet the expectations of export-oriented companies operating in competitive global markets. Quality and reliability are not optional attributes for an institution that supports companies whose customers are in Frankfurt, San Francisco, and Singapore.

Numbers That Tell a Story: The Statistical Architecture of a Transformation
There are ways to understand STPI's 35-year contribution that do not reduce to a single headline number, important as that number is. Consider the trajectory as a compound story told across multiple dimensions.

On exports: Rs. 52 crore in 1992-93 became Rs. 2.15 lakh crore in 2010-11, which became Rs. 4.68 lakh crore in 2019-20, which became Rs. 6.28 lakh crore in 2021-22,

which became Rs. 9.43 lakh crore in 2023-24, which became Rs. 12.4+ lakh crore in 2025-26. That progression, read carefully, shows not merely growth but acceleration. The absolute increments are getting larger. The curve is still bending upward.

On geography: three centres in 1991 became 73 centres in 2026, distributed across 14 jurisdictional directorates. Karnataka, Maharashtra, Tamil Nadu, Haryana, and Telangana lead on export contribution, but the presence of STPI centres in Agartala and Guwahati and Patna and Vijayawada means that the next Karnataka might come from anywhere.

On the Centres of Entrepreneurship: 24 domain-specific CoEs operational across the country, each with its own laboratory infrastructure, mentor network, investor connections, and startup community. Covering domains from artificial intelligence to autonomous vehicles to fintech to gaming to agritech to medtech to blockchain.

STPI's Four Pillars of Impact

Over the past 35 years, STPI's journey can be understood through four key pillars that define its contribution to India's digital transformation.

- Growth: STPI provided the infrastructure, global exposure and policy support for the growth of Indian IT companies on the world stage, thus catalysing India's software export industry.
- Scale: From a few centres to over 73 locations across India, STPI has strengthened the digital ecosystem and supported software exports, growing beyond ₹12.4 lakh crore.
- Inclusion: By initiatives like IBPS, NEBPS and NGIS, STPI ensured that technology, entrepreneurship, and employment opportunities reached smaller cities and underserved regions.
- Future Vision: Through investments in Startups, Centres of Entrepreneurship, AI, deep tech, semiconductor innovation, and GCC readiness, STPI continues to keep pace with India's future technology agenda.

Together, these four pillars highlight how STPI has not only supported India's IT growth but has also helped shape a more inclusive, scalable, and innovation-driven digital future

The Road to Viksit Bharat: STPI's Next Chapter

In the language of India's current national ambition, the target is Viksit Bharat by 2047: a developed India by the centenary of independence. Technology, and specifically the software and digital economy, will be central to any credible path toward that goal. India's IT-BPM industry has already demonstrated that it can generate revenues exceeding \$250 billion annually. The question for the next two decades is whether India can move up the value chain, from service delivery to product ownership, from executing other nations' technology visions to articulating its own.

STPI's role in that transition is already being written. The 24 Centres of Entrepreneurship represent a clear bet on the product and deep-tech future. The Next Generation Incubation Scheme represents a geographic bet that innovation is not confined to the cities that already have it. The SAYUJ platform and the Ananta Cloud represent a bet that the infrastructure of opportunity can be democratised through digital means. The international showcases at VivaTech and the TiE Global

Summit represent a bet that Indian startups are ready to present themselves to the world not as vendors of services but as creators of solutions.

Director General Arvind Kumar has articulated STPI's current vision with clarity: to make India a global leader in innovation, technology development, and entrepreneurship by harnessing emerging technologies like AI, IoT, blockchain, and Fintech. The ambition is not modest. But ambition at this scale is what the moment requires.

The next decade will test whether the infrastructure that STPI has built, the ecosystem it has nurtured, and the startups it has incubated can produce globally competitive software products at scale. It will test whether the geographic decentralisation strategy can bring genuinely transformative companies out of Tier-II cities. It will test whether the leverage achieved on startup investment can compound further, and whether Indian deep-tech founders can follow the path that Israeli, American, and Chinese counterparts have taken: from brilliant ideas to global platforms.

Conclusion: The Answer Nobody Needs to Ask

There is something worth sitting with in the title of this cover story. The question of whether India could compete with the world on software was genuinely open in 1991. It was a reasonable question, asked by serious people who looked at the combination of infrastructure deficits, regulatory constraints, capital scarcity, and institutional weakness and concluded that the odds were long. The people who built STPI and the companies that grew within its ecosystem chose to ignore those odds, not from naivety but from a clear-eyed assessment of what India actually had: engineers of extraordinary quality, a mathematical tradition that went back centuries, an English-language capability that no other major developing country possessed in quite the same measure, and a determination to compete that no amount of foreign exchange crisis could extinguish.

The question has been answered so comprehensively that it is no longer asked. India's software industry is not merely competitive; it is, in many domains, the global standard. Companies founded by Indians or led by Indians run the technology operations of the world's largest corporations. India's software exports feed a significant fraction of the digital economy that every person in the developed world now depends upon. The engineers who learned to write code in STPI facilities in Bengaluru and Hyderabad and Pune and Noida are today the chief technology officers of Fortune 500 companies, the founders of unicorn startups, the architects of the systems that run global banking, healthcare, logistics, and communication.

STPI did not build India's software industry. The engineers built it, the entrepreneurs built it, the companies built it. But STPI built the foundation on which it could be built: the connectivity, the clearances, the incubation, the policy framework, the institutional support, and finally the startup ecosystem that is writing the next chapter. In the story of how India became a software superpower, STPI is the scaffolding that most of us never saw, precisely because it was doing its job. In 1991, nobody knew if India could do it. In 2026, nobody asks. That silence is the loudest possible answer.

Written by: Nandini Jha | Elets News Network (ENN)

STPI-Mohali



STPI-Bhubaneswar





FROM SATELLITE LINKS TO DATA HIGHWAYS

How STPI Built the Connectivity Backbone
of India's Software Industry

STPI Kolkata

India's software industry is often associated with engineering talent, entrepreneurship and the growth of global technology companies. Less frequently discussed is the infrastructure that made this growth possible.

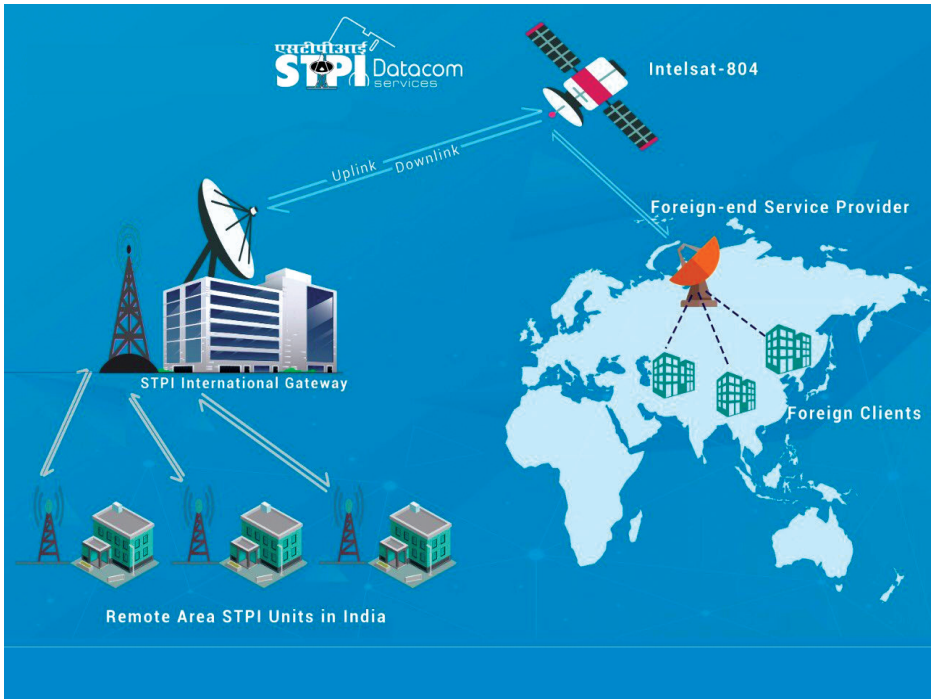
In the late 1980s and early 1990s, India possessed a growing pool of software professionals but lacked the communication systems needed to serve international clients. Software could be developed in India, but delivering it efficiently to customers overseas remained a challenge. Reliable international connectivity was limited, expensive and largely inaccessible to smaller companies.

The emergence of the Software Technology Parks of India (STPI) helped change that reality. Through satellite links, data communication services and a nationwide digital infrastructure network, STPI created the conditions that enabled Indian software companies to participate in global markets. Over time, these efforts supported the growth of offshore software development, software exports and the broader technology industry.

The Demonstration That Changed Perceptions

Before STPI began building connectivity infrastructure, one company had already demonstrated what was possible. In the late 1980s, Texas Instruments established a satellite-based data link between its Bengaluru operations and the United States. The arrangement allowed engineers in India to transmit software code and engineering designs directly to overseas locations without relying on the physical movement of tapes, disks or printed documents.

While limited in scale, the experiment showed that software development could be carried out in India and delivered remotely to global clients. It demonstrated that geography did not have to be a barrier to technology services.



The communication systems established during the 1990s enabled software companies to work with international clients from India. The regulatory framework reduced barriers to exporting. Subsequent investments in fibre networks, data centres and digital services helped the industry continue expanding as technology evolved.

The significance of this development extended beyond a single company. It highlighted the importance of dependable digital connectivity and provided a glimpse of how software exports could evolve if the required infrastructure became widely available. The challenge, however, was that very few organisations had the resources to establish such systems independently.

India's Connectivity Challenge

At the beginning of the 1990s, international data communication remained one of the biggest obstacles facing software exporters.

A World Bank-supported study commissioned by the then Department of Electronics, Government of India identified international connectivity as a major weakness in India's technology environment. Although the country possessed technical talent and cost advantages, it lacked the communication infrastructure needed to compete effectively with established software-exporting nations.

The high cost of international data links was particularly restrictive and it placed dedicated connectivity beyond the reach of most software firms.

For large corporations, these costs were difficult but manageable. For startups and small technology companies, they were often prohibitive. As a result, many businesses continued to depend on physical transportation of software and documentation. Development cycles were slower, communication with clients was less efficient and offshore software delivery remained difficult to scale. Recognising this challenge, policymakers concluded that software exports required a dedicated support structure combining infrastructure, connectivity and export facilitation.

The Creation of STPI

Software Technology Parks of India was established on 5 June 1991 as an



autonomous organisation under the Department of Electronics, now the Ministry of Electronics and Information Technology. Its mandate was straightforward but ambitious: create the infrastructure and support systems required for software exports to grow.

The Software Technology Park (STP) Scheme introduced by STPI combined communication infrastructure with regulatory support. Companies registered under the scheme gained access to data communication facilities, duty-free imports, export certification services and single-window clearances. This combination of infrastructure and facilitation distinguished STPI from conventional industrial support programmes. The objective was not simply to provide incentives but to remove the operational barriers that prevented technology companies from serving international markets.

The Satellite Era

The turning point came in 1992 when STPI launched satellite-based High-Speed Data Communication services. For the first time, software exporters had access to a shared communication infrastructure that enabled direct interaction with overseas clients. In 1993, STPI-Bengaluru provided dedicated data communication connectivity through the Intelsat F3 Standard Earth Station, creating one of India's earliest international gateways for software exporters.

The satellite gateway solved one problem but revealed another. Companies still needed reliable links connecting their offices to the gateway.

To address this, STPI developed its own radio-frequency and microwave communication network. As demand grew, STPI expanded its infrastructure by establishing microwave networks and internet services. These systems connected customer premises directly to the satellite infrastructure, creating a complete communication chain between software companies and overseas markets. It became one of the country's earliest providers of commercial internet connectivity for the software export sector. These developments allowed Indian companies to communicate with international clients, transfer software remotely and deliver services without relying entirely on overseas deployment.

During the same period, STPI established a video conferencing facility linking Bengaluru and Washington, D.C. Such capabilities were uncommon in India at the time and significantly improved communication between Indian software teams and international clients. These developments helped software companies operate more efficiently and improved confidence in offshore delivery models.

Enabling Offshore Development

The importance of these communication systems becomes clearer when viewed through the lens of software development practices at the time. Before

reliable connectivity became available, project delivery often depended on physical transfer of software and documentation. Feedback cycles were slow and collaboration with overseas customers was limited.

STPI's communication infrastructure enabled software teams in India to work directly with clients abroad. Projects could be updated more quickly, issues could be addressed in shorter timeframes and development cycles became more efficient. As confidence in offshore delivery increased, software companies expanded their operations from India rather than relying exclusively on onsite deployment. This shift became one of the defining characteristics of India's software industry. Over time, offshore software exports grew from a relatively small share of total exports to become the dominant delivery model for the industry. Reliable connectivity was a critical factor in enabling this transition.

Beyond Connectivity

STPI's contribution extended beyond communication infrastructure. The organisation simplified procedures that software exporters routinely faced. Through single-window services, companies could access approvals, certifications and export-related services through a single institution rather than dealing with multiple departments.

The STP Scheme also provided duty-free import provisions and other operational benefits that reduced costs and improved efficiency. For startups and smaller companies, these measures were particularly valuable. They enabled entrepreneurs to focus on business development rather than administrative processes and infrastructure challenges. Connectivity and policy support worked together. One without the other would have produced only limited results.



STPI - Pune

The SoftNET Era

As India's software industry expanded during the late 1990s and early 2000s, communication requirements became more sophisticated. STPI responded by introducing the SoftNET suite of services viz. SoftPOINT & SoftLINK.

SoftPOINT provided dedicated international private leased line connectivity for companies requiring secure communication between geographically dispersed locations. SoftLINK offered internet leased line services with guaranteed service levels, network redundancy and round-the-clock technical support. These services reflected a shift in the nature of the industry. Companies were no longer simply experimenting with offshore delivery. They were managing large-scale international projects that required dependable and predictable connectivity.

The introduction of service-level commitments, performance monitoring and redundant network architecture helped improve reliability and strengthened confidence among global customers.

Adapting to a Liberalised Telecom Market

The early 2000s also brought major changes to India's telecommunications sector. As private operators entered the market, STPI adjusted its role. Rather than competing directly with telecommunications providers, it adopted a partnership-based approach. The STPI worked with operators including BSNL, Bharti Airtel, Reliance, Tata Teleservices, Power Grid and RailTel to provide last-mile connectivity while continuing to offer a single point of contact for customers.

This approach allowed STPI to maintain service quality while benefiting from the rapid expansion of national telecom infrastructure. The transition from microwave networks to fibre-based systems improved reliability, reduced latency and increased available bandwidth, supporting the growing needs of software exporters.

Expanding Across India

As connectivity improved, STPI expanded its presence across the country. From three centres in the early 1990s, the STPI developed a network spanning dozens of cities. This expansion ensured that software companies outside traditional technology hubs could access infrastructure and support services.

Cities such as Noida, Pune, Bhubaneswar, Hyderabad, Chennai and several emerging centres benefited from this approach. The wider geographic reach helped distribute technology-led growth and created opportunities for businesses operating beyond the largest metropolitan markets. Today, STPI operates through 73 centres, with a significant presence in Tier-II and Tier-III cities.

From Connectivity Provider to Digital Infrastructure Partner

Over the past decade, the role of STPI's data communication services has continued to evolve. While connectivity remains important, technology companies increasingly require broader infrastructure support. In response, STPI expanded into areas such as data centres, cloud services, disaster recovery facilities, managed hosting and co-location services.



Its national network now includes multiple internet gateways, network operations centres and Tier-3 data centres supporting businesses across the country. Initiatives such as the Ananta sovereign cloud platform reflect the changing requirements of India's technology sector, where cloud infrastructure and digital services have become as important as connectivity once was. The organisation has also invested in specialised facilities supporting emerging sectors, including semiconductor design and advanced technology development.

The Legacy of Connectivity

The growth of India's software industry cannot be explained by talent alone. Infrastructure played an equally important role. The communication systems established during the 1990s enabled software companies to work with international clients from India. The regulatory framework reduced barriers to exporting. Subsequent investments in fibre networks, data centres and digital services helped the industry continue expanding as technology evolved.

Over three and half decades, STPI's data communication infrastructure evolved from satellite links and microwave networks to fibre connectivity, cloud platforms and advanced digital services. The technology changed, but the objective remained consistent: ensuring that Indian companies had access to the infrastructure needed to participate in global markets.

What began with satellite communication links in Bengaluru grew into a nationwide network supporting software exports, startups and technology enterprises across the country. In many ways, the story of STPI's connectivity services mirrors the story of India's software industry itself—one built on the steady expansion of access, capability and opportunity.

Written by: **Abhineet Kumar & Priyanka Dua** | Elets News Network (ENN)

BEYOND MAJOR HUBS

When IT Landscape transcended Geographical Boundaries



oftware Technology Parks of India didn't confine itself to Bengaluru alone. It extended its reach to places where even connectivity felt like an afterthought. When digital infrastructure refuses to be held back by geography, a nation's rise in the IT sphere becomes only a matter of time.

There is a particular kind of void which budding entrepreneurs in tier 2 and tier 3 cities know well. It is not the void of being ignored rather it's the void of inaccessibility. Your dreams are real, your passion is fiery but the servers, the mentors, the exposure and the learnings just don't reach to the mark. If we look back three decades ago, everybody's technology story either started from Bengaluru or was silenced within the boundaries of their respective cities.

But those boundaries have been transcended by STPI since 1991, quietly, methodically and technically. Being a catalyst for the growth of IT Landscape in India, this story discusses how STPI didn't bind itself to just future-ready cities, rather took a risk and took India's IT Landscape on a global scale.

From 3 to 73 Centres

The year was 1989. India's balance of payments crisis was still two years away, the licence raj still breathed down every entrepreneur's neck, and the country's software exports were a rounding error on the global technology ledger. In this context, the Government of India made a bet: it set up three Software Technology Parks in Bengaluru, Bhubaneswar, and Pune. The idea was deceptively simple: give technology companies a dedicated statutory framework, high-speed satellite connectivity (radical for the era), and relief from the crushing hardware import duties that made building anything remotely modern feel like an act of defiance against the state.

STPI was formally constituted in 1991. Its mandate was narrow: promote software exports. Its tools were blunt: cheap bandwidth, bonded warehousing, single-window clearances. But its timing was perfect. The three Software Technology Parks caught the first wave of India's outsourcing revolution at exactly the right moment, becoming the institutional scaffolding on which companies like Infosys, Wipro, and a thousand smaller firms hung their early ambitions.

The numbers tell a story of compounding that strains credulity. STPI-registered units have grown their exports from Rs. 52 crores in 1992-93 to around Rs. 12.4 lakh crores in 2025-26, approximately 50% of India's national software exports and 3.2% of the country's GDP. Three centres became seventy-three. A satellite uplink in a Bengaluru office park became the connective tissue of a national technology identity. But the story that matters most is not the one that happened in Bengaluru.

Gurugram/Noida and the Rise of North India's IT Industry

If Bengaluru was STPI's best-known success story, Gurugram and Noida demonstrated how infrastructure could create an ecosystem almost from scratch. Delhi did not have a significant software industry in the early 1990s. Gurugram and Noida had educated talent, improving physical infrastructure, and proximity to business centres, but no mechanism to connect these assets to the global market. STPI-Noida provided that mechanism and became the catalyst. Over three and half decades, software exports from the Delhi NCR region grew dramatically, turning Gurugram and Noida into one of India's major technology and outsourcing hubs. The companies operating there were often focused on enterprise software, IT services, and global back-office operations. They may not have become startup icons, but they transformed the economic prospects of thousands of families across North India. That transformation is STPI's legacy, too.

Going Where Private Capital Would Not

One of the most significant parts of STPI's story is its deliberate presence in places where it chose to build. Long before 'decentralised innovation' became a policy talking point, STPI had already expanded into places that rarely appeared in India's startup narrative, including Jaipur, Coimbatore, Visakhapatnam, Guwahati, Imphal, and Gangtok. Through initiatives like OctaNE and its Centres of Entrepreneurship, STPI supported startups working on region-specific challenges, from aquaculture and agriculture to healthcare access and local commerce. This was incubation in its most honest form. Not branding exercises or trend-driven investments, but long-term institution building in places often overlooked by mainstream startup ecosystems.

Silicon Valley via Bhubaneswar

As one of the three original Software Technology Parks established in India, Bhubaneswar has played a significant role in the country's technology evolution. Over the years, the city developed into a leading software and innovation hub, creating the foundation for a vibrant startup ecosystem.

LEAP AHEAD, STPI's accelerator programme, took this logic further. Modelled explicitly on the Y-Combinator format, it drew 546 applications from 27 states and selected 87 revenue-generating startups for an intensive three-month mentorship. Then it did something no government programme had done before at this scale: it took 25 of those startups to TiECon Silicon Valley.

These were not founders from the established startup belt. Many came from cities that had never sent a delegation to California. They pitched alongside marquee speakers including Microsoft CEO Satya Nadella, Adobe CEO Shantanu Narayen, and Intel CEO Lip-Bu Tan. Not as observers. As participants. Three of them came home with foreign capital committed to their ideas, and the broader cohort secured investment commitments of over Rs. 78.86 crores.

The personal weight of that is easy to underestimate. A founder who has spent three years building in relative obscurity, pitching at local events that felt like practice for a game she was never quite allowed to play, suddenly finds herself in a room where the rules are the same for everyone. That is what access looks like when it is made real.

The Infrastructure Nobody Photographs

The glamorous programmes get the coverage. But the work that changes daily life for founders in Tier-II India is quieter. It is the plug-and-play workspace in a government building. It is a fiber connection that did not exist two years ago. It is the single-window registration that no longer requires a trip to a distant city. The Gorakhpur STPI centre, the 71st in the network, inaugurated in March 2026, was built on 3.5 acres. It includes a 50-seater workspace, 6,000 square feet of incubation space, a 54-seat auditorium, and advanced network systems.

The North East BPO Promotion Scheme worked on the same logic, targeting 5,000 BPO seats in the region with Rs. 50 crore in outlay and the potential to create 15,000 direct jobs. Fifteen thousand jobs in a region that has historically lost its workforce to migration is not a rounding error. It is a family staying together.

What the Numbers Mean

Non-metro STPI units employed 2.98 lakh people as of March 2025. Non-metro cities including Udaipur, Vizag, Coimbatore, and Nagpur recorded over 50% IT hiring growth in the first half of FY25. IT exports from Uttar Pradesh have nearly tripled over the past decade. These are not soft indicators. They are evidence that the infrastructure-first argument works: build the conditions, and the market follows.



The Northeast: India's Hardest Bet

Of all STPI's expansions, the one in India's Northeast carries the most weight. The region spans eight states, over 200 ethnic communities, and a long history of being passed over by the technology economy. Building an ecosystem there from scratch was not a market decision. No private accelerator was going to open in Kohima or Aizawl because the math did not work. The state had to blink first.

STPI blinked. Under its OctaNE scheme, it launched eight Centres of Entrepreneurship across the capital cities of all eight northeastern states, each assigned a technology focus matched to local strengths: Data Analytics and AI in Agartala, IoT in Agriculture in Guwahati, AR/VR in Imphal, Drone Technology in Itanagar. The design was deliberate. Rather than dropping identical infrastructure into unfamiliar terrain, OctaNE asked what each city uniquely needed and what it uniquely had. OctaNE plans to foster 367 startups in the region over five years. In the context of Kohima or Aizawl, that is a generation-shifting number.

Simultaneously, the Next Generation Incubation Scheme (NGIS) placed 12 of its incubation nodes in Tier-II cities, with Agartala listed alongside Bhubaneswar, Patna, Lucknow, and Dehradun. The scheme targeted 300 startups with seed funding of up to Rs. 25 lakhs each, backed by a budgetary outlay of Rs. 95.03 crores. When NGIS ran its CHUNAUTI challenge, approximately 6,708 applications arrived from across India, many from cities that had never before hosted a startup pitch event of national consequence. Nearly 6,700 founders raising their hands and saying: I have an idea. I would like a chance. That response alone tells you something the market had not yet figured out: the demand was always there. The infrastructure was not.

STPI OctaNE was created to address this gap

Rather than concentrating support in a few locations, the initiative seeks to build entrepreneurship ecosystems across all eight Northeastern states. By

providing infrastructure, mentoring, industry connections, and startup support within the region, OctaNE enables founders to pursue their ambitions without necessarily leaving their communities. The larger objective is not only to support individual startups but also to strengthen local innovation ecosystems that can generate employment, encourage enterprise creation, and contribute to long-term economic development.

What Is STPI OctaNE?

At its core, OctaNE is designed to help entrepreneurs navigate one of the most difficult stages in any startup journey: moving from an idea to a sustainable business. The initiative brings together eight specialised Centres of Entrepreneurship focused on emerging technology sectors such as IoT, artificial intelligence, animation, gaming, AR/VR, healthcare, agritech, and geospatial technologies. Entrepreneurs receive access to incubation facilities, mentoring, business guidance, technical expertise, market linkages, and funding support. The centres also connect startups with industry stakeholders, helping founders refine products and explore commercial opportunities.

Supported through an investment of approximately ₹68.76 crore from MeitY and STPI, the initiative is designed to support more than 367 startups over a five-year period while generating direct and indirect employment across the region. More importantly, it creates a platform where local ideas can be developed into viable businesses without requiring entrepreneurs to move away from the region. Startup Success Stories from Northeast India The Northeast is already producing startups that demonstrate the value of combining local knowledge with technology and entrepreneurship.

Zizira, Meghalaya

Shillong-based Zizira has built a successful agribusiness around products deeply connected to the region's agricultural heritage, including Lakadong turmeric, indigenous honey, and local spices. By combining technology, branding, and market access, the company has helped local farmers reach customers across India while creating greater value for traditional agricultural products.

Agrithink Services, Assam

Agrithink Services is using IoT, artificial intelligence, and digital advisory tools to help farmers improve productivity and decision-making. Its work reflects a growing trend in which entrepreneurs are applying advanced technologies to address practical challenges in agriculture and rural development.

AgSpert Technologies, Assam

AgSpert brings together artificial intelligence, robotics, drones, and multilingual digital tools to create solutions for the agricultural sector. The startup demonstrates how emerging technologies can be adapted to local needs while addressing broader challenges facing farmers and agribusinesses.

Manxho, Assam

Manxho has successfully introduced Assam's traditional smoked meat products to customers across the country. By combining local culinary traditions with modern branding, logistics, and business practices, the company has shown

how entrepreneurship can create new economic opportunities while preserving cultural heritage. These ventures reflect the diversity of entrepreneurship emerging from the region and highlight how innovation often begins with a deep understanding of local realities.

Eight States, Eight Technologies

One of OctaNE's distinctive features is its decentralised approach. Rather than adopting a single model for every location, each state hosts a Centre of Entrepreneurship focused on a technology area aligned with local strengths and emerging opportunities.

● Guwahati, Assam: IoT in Agriculture

The Guwahati centre focuses on IoT-enabled agricultural solutions aimed at improving productivity, supply chains, and farm management systems.

● Shillong, Meghalaya: Animation

Shillong's centre supports startups working in animation, digital media, and visual storytelling, creating opportunities in the expanding content and entertainment industry.

● Imphal, Manipur: AR/VR Technologies

The Imphal centre focuses on augmented and virtual reality applications across education, healthcare, training, and enterprise sectors.

● Kohima, Nagaland: Graphic Design Applications

This centre supports innovation in design technologies, visual communication, and digital creativity.

● Aizawl, Mizoram: Gaming and Entertainment

Aizawl's centre promotes entrepreneurship in gaming, interactive entertainment, and digital experiences.

● Agartala, Tripura: Data Analytics and AI

The Agartala centre focuses on artificial intelligence, machine learning, and data analytics applications.

● Gangtok, Sikkim: Healthcare and Agritech

Gangtok supports innovation in healthcare technologies, wellness solutions, and precision agriculture.

● Itanagar, Arunachal Pradesh: GIS and Drone Technologies

The Itanagar centre specialises in geospatial technologies, drone applications, mapping solutions, and terrain-based innovation. Together, these centres create a network that reflects both the diversity of the region and the breadth of opportunities emerging across technology sectors.

The Point of It All

Somewhere in India right now, in a government building in a city that is not Bengaluru, a founder is working on a product that could matter. The fibre connection is good enough, mentors are reachable and the network is getting built. That is what STPI's geography means in human terms: not a trophy cabinet of export figures, but the aggregate of decisions made by founders who stayed, built something real, and no longer had to choose between their ambition and their home.

Written By: **Nandini Jha**, Elets News Network (ENN)

6,700 DREAMS, ONE OPPORTUNITY

Inside STPI's CHUNAUTI – The Challenge That Changed India's Startup Map

In 2020, more than 6,700 entrepreneurs from across India applied for a single opportunity. They came from cities that rarely feature in startup headlines, carrying ideas in agritech, healthcare, education, fintech, digital inclusion, and emerging technologies. Some were recent graduates. Others were first-time entrepreneurs trying to solve problems they had witnessed firsthand in their communities. Most shared one common challenge: building a startup outside India's established innovation hubs.

Only a small fraction would eventually make it through the selection process of CHUNAUTI, one of the country's most ambitious startup discovery and acceleration programmes. Yet the significance of the initiative extends far beyond the number of startups selected. Through CHUNAUTI, Software Technology Parks of India (STPI) demonstrated that innovation in India is no longer confined to a handful of metropolitan centres. Talent, ideas, and entrepreneurial ambition are increasingly emerging from every corner of the country.

The programme represents a major milestone in STPI's evolution from an institution primarily associated with software exports and technology infrastructure to one actively shaping India's startup and innovation ecosystem.

CHUNAUTI, short for Challenge Hunt Under NGIS for Advanced Uninhibited Technology Intervention, was launched in August 2020 under the aegis of STPI and the Ministry of Electronics and Information Technology (MeitY).

The initiative serves as the competitive gateway to the Next Generation Incubation Scheme (NGIS), a programme designed to support software product startups from emerging technology centres across India. The thinking behind NGIS was straightforward. While India had established itself as a global IT services powerhouse, much of the country's startup activity remained concentrated in a few metropolitan cities. Access to investors, mentors, incubation facilities, and innovation networks often favoured founders based in Bengaluru, Mumbai, Delhi-NCR, and Hyderabad.

Yet beyond these centres existed a vast pool of technical talent, local problem-solvers, and aspiring entrepreneurs. Many possessed strong ideas but lacked



STPI Vijayawada

access to the support systems required to transform those ideas into scalable businesses.

CHUNAUTI was designed to bridge this gap

Rather than waiting for entrepreneurs to find their way into established startup ecosystems, STPI created a structured mechanism to identify promising founders, provide them with institutional support, and connect them with

resources that could accelerate their growth. The result was one of India's most focused efforts to democratise entrepreneurship and bring innovation opportunities closer to emerging regions.



Building a National Innovation Network

The programme operates through NGIS centres located across twelve cities: Agartala, Bhillai, Bhopal, Bhubaneswar, Dehradun, Guwahati, Jaipur, Lucknow, Prayagraj, Mohali, Patna, and Vijayawada.

The choice of locations was deliberate. These cities represent a cross-section of India's emerging innovation landscape. They possess educational institutions, technical talent, and entrepreneurial energy but historically received far less attention from investors and startup support organisations than the country's established technology hubs.

Backed by an allocation of approximately ₹95 crore, NGIS provides selected startups with access to seed funding of up to ₹25 lakh, incubation support, mentorship, testing facilities, and opportunities for market access. By selecting 12 cities across multiple regions, STPI sought to create a network of innovation centres capable of supporting entrepreneurs closer to where they live and work.

This approach reflects a broader shift in India's technology ecosystem. Innovation is increasingly becoming decentralised, with founders choosing to build companies in locations where they understand local challenges, have access to talent, and can operate more efficiently.

The Scale of the Challenge

The response to the first edition of CHUNAUTI highlighted the scale of entrepreneurial demand that existed outside traditional startup hubs. A total of 6,708 applications were received from across the country. After initial screening and evaluation, the field was narrowed to 1,820 qualified applicants. Further assessments reduced the number to 111 startups that were invited to present before expert panels comprising industry leaders, investors, technologists, and domain specialists. Ultimately, 42 startups were selected in the inaugural cohort.

The process was intentionally rigorous. Applicants were evaluated on multiple parameters, including innovation, technical feasibility, market potential, team capability, scalability, and the relevance of the problem being addressed. This emphasis on quality ensured that the programme focused not only on supporting entrepreneurs but also on identifying ventures capable of creating meaningful

economic and social impact. More importantly, the evaluation process itself became a valuable learning experience for founders, helping them refine their ideas, strengthen business models, and better understand the realities of scaling a technology venture.

Solving India's Real Problems

One of the defining characteristics of CHUNAUTI is its focus on real-world challenges. The programme prioritised sectors such as agritech, edtech, healthcare, fintech, jobs and skilling, infrastructure monitoring, supply chain management, and linguistic technologies. These sectors were selected because they address some of the most pressing challenges facing India's economy and society. The focus was not on replicating global technology trends but on encouraging entrepreneurs to develop solutions rooted in Indian realities.

For example, startups working in agritech sought to improve market access for farmers, enhance productivity, and strengthen supply chains. Education-focused ventures worked on expanding access to quality learning resources, particularly in regional languages. Fintech startups explored ways to increase financial inclusion, while healthcare innovators developed technologies aimed at improving access and affordability. By aligning entrepreneurship with national priorities, CHUNAUTI encouraged founders to build businesses capable of generating both commercial success and social impact.

Why Non-Metro Innovation Matters

For decades, India's startup ecosystem has largely been viewed through a metropolitan lens. Yet many of the country's most significant development challenges exist outside major cities. Entrepreneurs based in emerging centres often possess a unique advantage: proximity to the problems they seek to solve. A founder building a digital solution for farmers in central India is likely to have a deeper understanding of agricultural realities than someone designing the same product from a distant urban office. Similarly, entrepreneurs developing education technologies for regional-language learners often have firsthand experience of the challenges faced by their target users.

This local understanding can become a powerful driver of innovation. Non-metro cities also offer practical advantages. Lower operating costs, reduced employee





attrition, and access to local talent pools can help startups extend their resources and focus on long-term product development. Recognising these strengths, STPI has consistently argued that emerging cities should be viewed not simply as talent suppliers but as innovation centres in their own right. CHUNAUTI represents one of the clearest expressions of that philosophy.

Beyond Funding: Building an Ecosystem

The value of CHUNAUTI extends well beyond financial support. Selected startups gain access to a broader ecosystem designed to strengthen every aspect of their growth journey. Alongside seed funding, entrepreneurs receive incubation facilities, software product security testing support, mentoring from industry experts, intellectual property guidance, investor connections, legal and accounting advisory services, cloud credits, and opportunities to showcase their innovations at national and international platforms. This comprehensive support structure reflects an understanding that successful entrepreneurship depends on far more than access to capital.

Founders need guidance, networks, infrastructure, and exposure to markets. They require support in navigating regulatory challenges, protecting intellectual property, building teams, and developing sustainable business models. By bringing these resources together, STPI has created an environment where entrepreneurs can focus on innovation while benefiting from institutional support.

The Evolution of CHUNAUTI

One of the programme's strengths has been its ability to evolve in response to changing priorities. The first edition focused on identifying high-potential software product startups from emerging technology centres.

CHUNAUTI 2.0 expanded the programme's scope by placing special emphasis on women entrepreneurs. This recognised the importance of improving representation within India's startup ecosystem and creating pathways for more women-led ventures. CHUNAUTI 3.0 shifted attention towards assistive and inclusive technologies, encouraging innovators to develop solutions that improve accessibility and quality of life. CHUNAUTI 4.0 expanded into deep-tech innovation and smart manufacturing, reflecting India's growing ambitions in advanced technology sectors. Each successive edition broadened the programme's impact while reinforcing STPI's commitment to inclusive innovation.

Measuring Impact

The cumulative results of NGIS and CHUNAUTI demonstrate the growing influence of the initiative. By the time STPI Sangam 2025 was held in New Delhi, the NGIS ecosystem had supported 685 startups and provided seed funding to 136 ventures.

These startups had contributed to the creation of more than 7,000 jobs. Equally significant was the participation of women entrepreneurs, who accounted for nearly 44 percent of STPI's startup portfolio. The figures indicate that CHUNAUTI is not simply supporting individual ventures. It is helping build broader innovation ecosystems, creating employment opportunities, and strengthening entrepreneurial capacity across multiple regions of the country.

The programme's influence can also be seen in the diversity of sectors represented, ranging from education and healthcare to agriculture, fintech, deep tech, and emerging digital services.

Expanding Opportunities Across India

One of CHUNAUTI's most important contributions has been its role in broadening participation in India's innovation economy. The programme's inclusion of cities such as Agartala and Guwahati reflects a conscious effort to engage regions that have historically received limited attention within national startup conversations. Entrepreneurs in these regions are developing solutions tailored to local needs while contributing to broader national priorities.

The focus on linguistic technologies is another example of this approach. As India's digital economy expands, the need for products designed around regional languages continues to grow. Startups working in this space are helping make technology more accessible and inclusive for millions of users. Such initiatives demonstrate that innovation is most effective when it reflects the diversity of the communities it seeks to serve.

Rewriting India's Startup Story

CHUNAUTI is ultimately about much more than startup funding. It is about expanding opportunity. It is about recognising that entrepreneurial talent exists in every region of the country and that innovation can emerge from places often overlooked by traditional investment networks. Most importantly, it reflects a belief that India's future technology leaders may emerge from Bhilai, Patna, Guwahati, Agartala, Vijayawada, or dozens of other cities where ambition and talent are waiting for the right support system. Through CHUNAUTI, STPI has created a platform that combines funding, mentorship, infrastructure, and market access to help entrepreneurs transform local insights into scalable businesses.

As India advances towards becoming a global innovation economy, initiatives such as CHUNAUTI demonstrate that the next chapter of entrepreneurship will not be written by a few cities alone. It will be shaped by founders from across the country, building solutions for the challenges they know best and proving that innovation, when given the opportunity, can flourish anywhere.

Written By: **Nijhum Rudra** | Elets News Network (ENN)



SEVEN MEN ONE DREAM, \$250

How Infosys Helped Put Indian Software on the Global Map

In 1981, when India's technology industry was just beginning to grow, seven engineers came together with only US\$250 and a powerful vision for the future. Led by N. R. Narayana Murthy, they started Infosys with the dream of creating a globally respected software company from India. At a time when infrastructure was limited and opportunities in tech were scarce, their idea was bold, ambitious, and ahead of its time.

From these modest beginnings, Infosys grew into one of India's most influential corporate success stories. It changed Indian entrepreneurship and also played a key role in making India a trusted global destination for software services. Infosys showed that Indian talent could compete and lead on the world stage through innovation, strong values, and global delivery excellence.

As companies like Infosys were building India's reputation in the global software industry, the country also needed stronger nationwide support to help the sector grow further. This came in 1991 with the creation of Software Technology Parks of India (STPI). By offering essential infrastructure, policy support, export assistance, and digital connectivity, STPI built the foundation that helped India's IT industry expand quickly across the country.

Infosys is one of the strongest success stories as STPI celebrates 35 years of empowering India's digital transformation. Infosys' entrepreneurial vision and STPI's national support system together played a defining role in building India's global IT leadership.

How Infosys Began with Vision and Hard Work

Infosys was founded on July 2, 1981, in Pune by N. R. Narayana Murthy and six fellow engineers: Nandan Nilekani, Kris Gopalakrishnan, S. D. Shibulal, K. Dinesh, N. S. Raghavan, and Ashok Arora. Starting with just US\$250, reportedly borrowed from Sudha Murty, they began with limited resources but a powerful vision. At a time when tech entrepreneurship in India was uncommon, they set out to build a company known for excellence, honesty, and global success.

The early years were full of challenges, including strict regulations, limited resources, and an underdeveloped technology ecosystem. India's economy had not yet opened up, and software exports were still new. Despite this, Infosys moved forward with patience and strong determination. Instead of chasing quick success, the founders built a company based on ethics, trust, and employee growth, values that later became the foundation of its lasting success.



N. R. NARAYANA MURTHY



Iconic photograph of the Infosys founding team

Their journey proved that great companies are built not just with money, but with strong vision, determination, and consistent hard work. Infosys became one of the first major Indian companies to show that India's software services could successfully compete and deliver for global businesses.

Building India's Global Software Reputation

Infosys played a major role in transforming how the world saw India's technology potential. In the 1990s, as global demand for software services grew, Infosys introduced the Global Delivery Model, an innovative approach that allowed software development and consulting services to be delivered efficiently from India to clients around the world.

This model helped turn India into a global hub for outsourcing and technology services. Infosys showed the world that Indian engineers could provide reliable, high-quality, and affordable solutions to some of the world's biggest companies. In 1999, Infosys reached another major milestone by becoming the first Indian IT company to list on NASDAQ, a move that greatly strengthened India's reputation in global business and finance.

Infosys was much more than a business success story. It has become a symbol of Indian excellence, setting standards of governance, transparency, and stock option-based employee wealth creation. For millions of Indians, Infosys came to symbolise the possibility of building globally respected enterprises from within India.

STPI: Creating the Infrastructure for Scale

While Infosys showed what Indian software companies could accomplish, STPI built the larger support system that helped many more success stories grow across the country. Established in 1991, STPI was created to boost India's software exports by providing better digital infrastructure, simpler regulations, startup support, and financial incentives.

At the beginning of the 1990s, the software-based companies required satellite links and international connectivity to serve overseas clients in an effective manner. The STPI addressed these barriers in a direct way, which enables the firms to scale faster and operate in a more competitive manner. Over time, STPI evolved into one of India's most powerful technology development institutions.

From software exports of just ₹52 crores in its first year, STPI-supported companies grew to achieve over ₹12.4 lakh crore in exports by FY26. This remarkable journey shows how STPI built a strong foundation for India's software industry, creating growth opportunities for both major companies and emerging startups across the country.

Infosys and STPI: A Shared Role in India's IT Revolution

Infosys and STPI together played important roles in India's software growth. Infosys proved that Indian IT companies could succeed on the global stage, while STPI built the nationwide support system that helped software exports grow rapidly across the country. Infosys also benefited from India's growing software export ecosystem, including STPI initiatives that supported software development and exports across different cities. This strong combination of visionary entrepreneurs and supportive government policies helped speed up India's transformation into a global IT powerhouse.

Infosys also received recognition through STPI export awards, strengthening its reputation as one of India's top software export leaders. While Infosys helped build global trust in Indian IT, STPI made sure the software revolution spread across the entire country rather than staying limited to a few cities. Together, they turned software from a growing industry into one of India's strongest economic foundations.

Building the Foundation for India's Tech Leaders

The Impact of Infosys went well beyond its own success as a company. It set strong

"Entrepreneurship is extremely important in translating ideas into wealth and in creating jobs. Of course, these are, as everybody knows, extremely important for the progress of a country like India. That is where I believe the new projects at STPI in helping entrepreneurs incubate their ideas and creating intellectual property is going to be extremely useful for the country."

- N. R. Narayana Murthy
Founder, Infosys

standards in business operations, ethics, and innovation that helped shape India's wider IT industry. Its approach to professional management, customer-focused solutions, and global service delivery became a model for many future Indian technology companies.

Companies like TCS, Wipro, HCL, and many startups also benefited from the global trust and credibility that Infosys helped build for Indian software services. Infosys played a key role in showing the world that Indian companies could successfully compete and lead in international technology markets.

STPI expanded this success even further by spreading software-driven growth across India. With more than 70 centres, including many in Tier-II and Tier-III cities, STPI made sure technology and digital opportunities reached beyond major hubs like Bengaluru and Hyderabad. This wider reach helped create a more inclusive and diverse innovation ecosystem across the country.

Driving India's Knowledge and Innovation Economy

Infosys played a key role in shaping India's modern work culture. It created millions of job opportunities, nurtured leadership, and inspired a generation of engineers and entrepreneurs to think beyond borders and aim globally. Its success inspired India's youth to view technology as more than just a job opportunity; it became a path to innovation, entrepreneurship, wealth creation, and nation-building. Infosys set a powerful example of how strong business growth can be achieved while maintaining high standards of ethics and governance.

Through its section 8 company STPINEXT INITIATIVES and initiatives like Centres of Entrepreneurship & NGIS, STPI now supports emerging fields such as AI, IoT, blockchain, and product innovation, carrying forward the entrepreneurial spirit first sparked by pioneers like Infosys.

INFOSYS & STPI

3 DECADES OF PARTNERSHIP

Infosys has played a defining role in shaping India's global IT services industry while expanding its presence across international markets. In this conversation, **Dayanand Nayak**, Regional Manager, Corporate Accounting Group, Infosys Limited, reflects on the company's growth journey and its long partnership with STPI across multiple phases of expansion. *Edited excerpts:*

Q Infosys was founded in 1981 in Pune and later relocated its headquarters to Bengaluru, one of STPI's earliest and most prominent centres. How did the STPI ecosystem in Bengaluru shape Infosys's early ambitions to become a global IT powerhouse, and what do you recall about the role STPI's infrastructure and single-window clearance played in those formative years?

STPI played a significant role in Infosys' early growth journey by enabling reliable connectivity, offshore software delivery, and access to critical communication infrastructure at a formative stage of India's IT industry. At a time when global-quality technology infrastructure was scarce in India, STPI's facilities in Bengaluru provided the foundation that allowed Infosys to confidently pursue international clients and build credible offshore delivery capabilities.

The emergence of the STPI ecosystem in Bengaluru also supported Infosys' aspiration to scale as a global IT services organization. In addition, STPI's policy support and single-window clearance mechanism helped streamline regulatory and operational processes, enabling speed, efficiency, and predictability. Collectively, this ecosystem helped Infosys build early global client relationships and laid the groundwork for its emergence as a global leader in AI-first business consulting and technology services.

Q As Infosys scaled from a small software house to one of India's largest IT exporters, how did its relationship with STPI evolve across multiple cities such as Bengaluru, Pune, Hyderabad and Chennai? Which milestones in Infosys's growth story were most directly enabled by STPI's policy framework and export facilitation?

As Infosys expanded across Bengaluru, Pune, Hyderabad, and Chennai, our partnership with STPI evolved from infrastructure support to a truly strategic



**DAYANAND
NAYAK**
Regional Manager,
Corporate Accounting
Group, Infosys Limited

enabler of growth. STPI's standardised processes, export incentives, and reliable infrastructure allowed us to scale seamlessly across geographies while maintaining compliance consistency. Key milestones, from establishing our offshore delivery model and rapid export growth, to navigating Y2K demands and early digital transformation, were significantly supported by STPI's policy framework.

Each phase of our expansion brought new operational complexities, and STPI's presence across cities ensured that we could focus on delivery rather than navigating regulatory uncertainty. By reducing operational friction, STPI enabled Infosys to stay focused on what matters most: innovation, delivery excellence, and global impact.

Q Today, Infosys continues to operate as an STPI-registered unit across several jurisdictions. How does STPI's current support, including compliance services, regulatory facilitation and connectivity infrastructure, help Infosys maintain its position as one of India's largest software exporters contributing significantly to STPI's aggregate export figures?



N. R. Narayana Murthy receiving Padma Vibhushan in 2008

By enabling innovation-led growth through emerging technology Centers of Entrepreneurship, startup co-innovation platforms, robust digital infrastructure, and agile policy frameworks, alongside expansion into Tier-2 and Tier-3 cities, STPI can play a pivotal role in India's next phase of IT leadership in the AI era.

Infosys continues to benefit from STPI's support across multiple operational and compliance-related areas as the company scales its global delivery operations from India. STPI's ongoing support adds tangible value through streamlined compliance facilitation, simplified export reporting and regulatory filings, and by serving as an effective bridge between industry and government for timely approvals and regulatory clarity.

This continued engagement ensures that even as our operations grow in scale and complexity, we are able to maintain the agility and compliance standards that global clients expect. The partnership remains as relevant today as it was in our early years, and its contribution to India's software export ecosystem reflects the collective strength of the framework STPI has built.

Q With India targeting a \$500 billion IT export ambition and Infosys investing heavily in AI, cloud and digital transformation, how do you envision STPI evolving as a strategic partner, particularly in areas like emerging technology CoEs, startup co-innovation and facilitating Infosys's next phase of global delivery?

As India pursues its \$500 billion IT export ambition, and Infosys deepens its investments in AI, cloud, and digital transformation, STPI has an opportunity to evolve into a next-generation strategic partner. The next chapter calls for an institution that goes beyond facilitation to actively co-create the conditions for innovation-led growth.

By enabling innovation-led growth through emerging technology Centers of Excellence, startup co-innovation platforms, robust digital infrastructure, and agile policy frameworks, alongside expansion into Tier-2 and Tier-3 cities, STPI can play a pivotal role in India's next phase of IT leadership in the AI era. This will help Infosys and the broader industry accelerate AI, cloud, and digital transformation at scale, while reinforcing India's position as a global technology powerhouse.

Edited By: **Abhineet Kumar**, Elets News Network (ENN)

Tata Consultancy Services

THE EVOLUTION OF INDIA'S IT INDUSTRY



Few companies have been as closely associated with the growth of India's technology industry as Tata Consultancy Services (TCS). Founded in 1968, the company played a pioneering role in establishing India's reputation as a global technology and software services destination. Over the decades, TCS has evolved into one of the world's leading technology services and consulting organisations, serving clients across industries through a vast delivery network and a highly skilled workforce. Its growth has closely mirrored the evolution of India's IT sector itself, from the early years of software exports to today's era of digital transformation, cloud computing, cybersecurity, digital engineering, and artificial intelligence.

A key factor in the industry's growth during the 1990s was the creation of an enabling ecosystem for software exports. When India's software export industry was still in its formative stages, reliable communication infrastructure, streamlined approvals, and policy support were essential for companies looking to serve global clients from India.

The establishment of Software Technology Parks of India (STPI) helped address these challenges. For TCS, STPI's infrastructure and facilitation support enabled the company to strengthen its offshore delivery model from key centres such as Mumbai, Chennai, and Hyderabad. Reliable connectivity and a more efficient regulatory environment helped Indian technology companies engage international clients with greater confidence and contributed to India's emergence as a trusted global sourcing destination.

As demand for technology services expanded, TCS steadily broadened its delivery footprint across the country. This expansion was not limited to major metropolitan centres. Over time, the company increasingly leveraged talent from smaller cities, reflecting a broader shift within the industry.

STPI's presence across multiple locations helped support this geographical expansion by creating a technology ecosystem beyond traditional IT hubs. Access to infrastructure and industry support enabled companies such as TCS to tap into local talent pools while creating employment opportunities closer to home. This

approach contributed to the development of technology capabilities across Tier-II and Tier-III cities and strengthened the industry's talent base.

As TCS scaled its operations, the nature of support required by the industry also evolved. While infrastructure and connectivity were critical during the early years, operational efficiency, compliance management, and export facilitation became increasingly important for large-scale delivery organisations.

Today, STPI continues to support the technology and software export ecosystem through compliance-related services, export facilitation, and operational clearances. These mechanisms help simplify processes for companies operating at scale and contribute to the smooth functioning of India's software export industry.

Looking ahead, TCS sees significant opportunities for deeper collaboration between industry and institutions to strengthen India's position in emerging technology domains.

The company believes that combining TCS's global experience and innovation capabilities with STPI's nationwide startup, academic, and innovation ecosystem can help accelerate the development of technology products and intellectual property originating from India. Areas such as artificial intelligence, IoT, Industry 4.0, digital engineering, and other next-generation technologies offer opportunities for collaborative innovation through Centres of Entrepreneurship, startup engagement, and research-driven initiatives.

Such efforts can play an important role in supporting India's transition from a technology services leader to a stronger product and innovation-driven economy.

The road ahead for TCS is closely aligned with the changing priorities of global enterprises. As organisations increasingly invest in cloud transformation, cybersecurity, digital engineering, and data-driven operations, the demand for technology partners capable of delivering end-to-end transformation continues to grow.

To address these opportunities, TCS continues to invest in innovation-led capabilities across cloud, artificial intelligence, cybersecurity, and digital engineering. The company is also focused on helping enterprises adopt AI at scale and integrate emerging technologies into their business operations.

From its beginnings as one of India's earliest technology companies to its current position as a global leader in technology services and consulting, TCS has remained closely connected to India's broader technology journey. Its growth reflects the strength of the country's talent ecosystem, the evolution of its technology infrastructure, and the institutions that helped create an environment where the industry could scale.

As the next phase of digital transformation unfolds, TCS continues to focus on innovation, talent development, and technology-led business transformation while contributing to India's position as a leading global technology destination.

Inputs shared by: **TCS**





India's software services industry has been widely documented over the past three decades. Less frequently discussed is the rise of engineering research and development services, an area that expanded the country's role from software execution to product development, embedded systems, telecommunications engineering and advanced technology solutions.

Among the companies that helped shape this shift was Wipro. At a time when India's technology sector was largely associated with software services, the company invested in engineering and R&D capabilities that would eventually support global corporations across a range of technology domains. In doing so, Wipro became one of the early Indian firms to demonstrate that engineering expertise from India could contribute to product development and technology innovation for international markets.

Looking Beyond Traditional IT Services

During the late 1980s and early 1990s, India's technology industry was still developing. Infrastructure constraints, limited international connectivity and the absence of large-scale technology ecosystems restricted the scope of work that Indian companies could undertake. At the same time, the country was producing a growing number of engineers with strong technical foundations. While most technology businesses focused on software development and IT services, Wipro saw an opportunity to build capabilities in areas that demanded deeper engineering expertise.

The company expanded into embedded systems, telecommunications technologies, industrial automation, networking products and software

Wipro's Vision of Engineering Beyond Borders

designed to work alongside hardware systems. These were areas that required specialised knowledge and close collaboration with customers. This was a different proposition from conventional software outsourcing. Engineering assignments involved product development, system design, testing and technology integration. Success depended on technical capability as much as cost competitiveness.

Building Offshore Engineering Services

Wipro's engineering division gradually began working on projects for international clients across sectors such as telecommunications, networking, enterprise technology and electronics. These engagements involved support



for product development, embedded software, testing and engineering solutions. Unlike routine software maintenance work, engineering projects required problem-solving, domain expertise and sustained engagement with customers. As the business expanded, Wipro developed specialised teams focused on different industries, including telecom, healthcare, enterprise computing, networking infrastructure and industrial applications.

This approach allowed the company to move beyond software implementation and participate in broader technology development programmes. It also demonstrated that engineering work could be delivered from India at scale. Over time, global clients began assigning increasingly complex projects to Indian teams, creating opportunities for engineers to work on products and technologies used in international markets.

Building Credibility

One of the biggest challenges in the early years was convincing global companies to trust offshore teams with engineering work. Research and development functions are closely linked to product strategy, intellectual property and long-term competitiveness. Many organisations were cautious about conducting such activities outside their traditional engineering centres.

To address these concerns, Wipro invested in quality systems, engineering processes, training programmes and international certifications. The objective was to build confidence through consistent delivery and technical competence. As projects became larger and more sophisticated, customer confidence grew. Relationships that

began with limited assignments expanded into broader engineering partnerships. This gradual process helped strengthen India's reputation as a location capable of supporting complex technology projects rather than only routine software services.

The Role of STPI

The expansion of engineering and technology exports during this period was supported by institutions that addressed infrastructure and connectivity challenges. When Software Technology Parks of India (STPI) was established in 1991, one of the most significant constraints facing technology companies was the lack of reliable international communication infrastructure.

Technology firms required dependable connectivity to collaborate with overseas clients, exchange data and manage projects across multiple locations. Through high-speed data communication services, satellite connectivity, export facilitation mechanisms and dedicated technology infrastructure, STPI helped create an environment in which technology companies could serve international markets more effectively.

For firms engaged in engineering services, these capabilities were particularly important. Product development projects often required continuous interaction between teams located in different countries. Access to reliable connectivity reduced barriers to collaboration and improved project execution. The infrastructure and support systems developed through STPI contributed to the broader environment that enabled Indian technology companies to expand their global operations during the 1990s and 2000s.

Expanding India's Engineering Presence

As engineering services gained acceptance, their impact extended beyond individual companies. Global technology firms increasingly began establishing engineering and research centres in India. Activities that were once concentrated primarily in North America, Europe and Japan started becoming part of India's technology landscape.

Engineering teams based in India contributed to projects across telecommunications, healthcare, semiconductors, industrial systems, enterprise technologies and consumer electronics. This diversification broadened the scope of India's technology sector. Software services remained a major growth driver, but engineering and R&D services added another dimension to the country's capabilities. The growth of engineering services also created opportunities for professionals to work on product development and advanced technology programmes without leaving the country.

A Lasting Contribution

Today, engineering services represent an important segment of India's technology industry. Indian engineers contribute to product development, semiconductor technologies, telecommunications infrastructure, automotive software, cloud platforms and digital systems used around the world. The growth of this sector was supported by companies that invested early in engineering capabilities and by institutions that provided the infrastructure needed to connect Indian talent with global markets. Wipro's contribution lies in recognising the potential of engineering services at a time when the sector was still emerging. By building capabilities in product engineering and research-driven services, the company demonstrated that Indian teams could support complex technology programmes and contribute to global product development efforts.

Its experience reflects a broader evolution within India's technology sector, from software services to a wider range of engineering, research and product development activities. As India's technology industry continues to expand, the growth of engineering services remains an important chapter in that journey, helping establish the country's reputation as a destination for both software expertise and engineering capability.



THE FOUNDATION BENEATH WIPRO'S GLOBAL EXPANSION



Wipro's IT services business began taking shape in the early 1980s. When STPI was established in 1991 with its first centres in Bengaluru, Pune and Bhubaneswar, Wipro was among the early companies to register under the scheme. From the outset, the association was marked by responsive support and practical guidance. For a technology company operating in a rapidly evolving regulatory environment while pursuing global opportunities, such institutional support proved valuable.

As Wipro expanded from a regional software company into a global technology services organisation with operations across more than 65 countries, its engagement with STPI grew alongside it. Across key centres such as Bengaluru, Hyderabad, Pune and Chennai, STPI-enabled policies supported the company's growth. Export-linked tax incentives, simplified customs procedures and faster regulatory clearances helped Wipro establish and scale delivery centres efficiently. Equally important was the infrastructure support, including high-speed data connectivity, which enabled the company to serve global clients with reliability and consistency.

Today, Wipro operates several STPI-registered units that contribute significantly to India's IT exports. The ecosystem continues to provide value through compliance support, regulatory guidance and streamlined processes, helping reduce administrative complexity and allowing teams to focus on business operations. Incubation initiatives, industry networking opportunities and ongoing infrastructure improvements further strengthen the operating environment in which Wipro functions.

Looking ahead, Wipro continues to invest in sustainability, artificial intelligence, cloud technologies and advanced engineering services. As STPI expands its Centres of Entrepreneurship in areas such as AI, green technologies and ESDM, opportunities for collaboration are expected to grow.

These platforms can support innovation, talent development and industry partnerships in emerging technology domains. As STPI completes 35 years of service to India's technology sector, Wipro acknowledges the institution's contribution to the growth of the country's IT industry. The association dates back to STPI's formative years and has continued through multiple phases of expansion and industry transformation. Over the years, STPI has provided a stable and enabling framework that has supported Wipro's growth while contributing to India's emergence as a global technology and services hub.

Inputs by: **Gopi Krishnan**, Wipro

Edited by: **Abhineet Kumar & Nandini Jha** | Elets News Network

STPI-Jaipur



STPI-Mysuru





Persistent

A Persistent VISION

How a Pune Startup Grew into a Global Technology Enterprise

When Persistent Systems moved into a 350-square-foot office at the Software Technology Park in Pune in 1991, neither the company nor the newly introduced STPI framework had an established track record. India's software industry was still in its infancy. International communication was unreliable, importing computer hardware was expensive, and exporting software from India remained an unfamiliar concept. For a young company aspiring to serve overseas clients, the challenges extended far beyond writing software. Yet, it was in this environment that Persistent Systems and Software Technology Parks of India (STPI) became part of one of the earliest success stories in India's software export journey.

A Company with Global Ambitions

Persistent Systems was founded on 30th May 1990 by Anand Deshpande, who had previously worked at Hewlett-Packard Laboratories in the United States. Unlike many technology firms of the period that focused primarily on domestic opportunities, Persistent was established with the objective of building software for international markets. It was an ambitious goal at a time when few Indian companies had experience serving global technology customers from India.

The company began with modest resources but a clear focus on software engineering. In March 1991, it shifted operations to the Software Technology Park in Pune, gaining access to infrastructure and services that were difficult for a startup to obtain independently. The office itself was small, but the environment it provided proved important for a young company looking to compete beyond India's borders.

An Early Test of the STPI Model

Persistent's entry into the STPI ecosystem came at a time when the concept itself was still being tested. The Software Technology Park framework had been

created to address practical challenges faced by export-oriented technology companies. It offered access to satellite-based communication links, duty-free imports, simplified approvals and infrastructure support. For a startup, these facilities reduced many of the operational obstacles that could otherwise slow growth. Persistent became one of the earliest companies to operate within this framework and, in doing so, became an important demonstration of how the model could work in practice.

One of the Earliest Software Exports

Among Persistent's first international assignments was a project for GIP Alto Technologies, a company working in object database technologies. The software was developed in Pune and transmitted electronically through STPI's satellite communication network. By today's standards, such a process appears routine. In the early 1990s, however, it represented a significant milestone.

The project demonstrated that software could be developed in India and delivered to overseas clients through digital communication infrastructure rather than physical transportation. The commercial value of the assignment may have been modest, but its significance extended beyond revenue. It showed that Indian companies could use domestic talent and locally based development teams to serve international customers effectively. For the wider industry, it was an early example of a software export model that would later become central to India's technology growth.

Infrastructure That Supported Growth

The support available through STPI addressed several practical constraints facing technology companies during that period. Access to satellite communication links improved connectivity with overseas customers. Duty-free imports reduced

the cost of acquiring advanced computing equipment. Single-window approvals simplified administrative procedures. Reliable infrastructure allowed companies to focus on technology and client delivery rather than operational challenges. For a young company such as Persistent, these advantages helped create a more stable foundation for growth. The relationship was not simply about policy incentives. It was about providing the infrastructure and services necessary for a software company to operate efficiently in international markets.

The Microsoft Milestone

A significant moment in Persistent's early growth came in 1992 when it secured Microsoft as a customer. The scale of the engagement was relatively modest, but the association carried considerable value. At a time when Indian software companies were still establishing credibility in international markets, working with a globally recognised technology company strengthened Persistent's profile.

The engagement also reflected the company's technical capabilities and its growing reputation for software engineering. Rather than pursuing rapid expansion, Persistent focused on building long-term customer relationships and developing expertise in software product engineering. This approach would become a defining characteristic of the company's growth strategy.

Expanding Beyond Its Early Years

By 1994, Persistent had outgrown its original STPI office and moved to a larger facility on Senapati Bapat Road in Pune. The company expanded its workforce and began attracting talent from leading engineering institutions. As its customer base grew, it continued to strengthen its position in software engineering and product development. The years that followed brought several milestones. The company crossed important revenue thresholds, attracted investment from Intel Capital in 2000 and continued expanding its global presence.



In March 2010, Persistent Systems was listed on the National Stock Exchange and the Bombay Stock Exchange, marking another significant stage in its development. From a small startup operating within the STPI Pune facility, the company had evolved into an internationally recognised technology enterprise.

Pune's Role in the Story

Bengaluru is often viewed as the centre of India's technology industry, but Pune played an important role in the early software export era. The city combined engineering talent, educational institutions and a growing industrial base. It also became one of the first locations where the STPI framework was implemented and tested by emerging technology companies.

Persistent's growth highlighted the strengths of this environment. Its experience showed that globally oriented software businesses could be built outside the country's largest metropolitan centres when supported by the right infrastructure and talent base. The story of Persistent is therefore also a story about Pune's contribution to India's software industry.

A Partnership That Reflected a Larger Shift

The relationship between Persistent Systems and STPI represents an important moment in the evolution of India's technology sector. Persistent brought entrepreneurial ambition and technical expertise. STPI provided the infrastructure and support systems required to access global markets. Together, they demonstrated that software exports could be developed, managed and delivered from India.

Over time, thousands of companies would follow similar paths, benefiting from improved connectivity, stronger infrastructure and a more mature technology ecosystem. Today, India's software export industry operates on a vastly different scale. Yet some of its earliest lessons were learned in places like Pune, where young companies and new institutions worked together to test ideas that would later become industry practice. Persistent's journey from a small office in the Pune Software Technology Park to a global technology company remains one of the clearest examples of how those early foundations helped shape the growth of India's software industry.

Written by: **Divya Tyagi** | Elets News Network (ENN)

Persistent Systems & STPI Growing Together Since 1990

Founded in Pune in 1990, Persistent Systems has grown alongside STPI from India's early software export era to today's AI-driven digital economy. In this conversation, **Deepak Naik** from Persistent Systems reflects on how STPI's ecosystem helped shape its global growth journey and continues to support innovation, exports, and digital engineering leadership.. *Edited excerpts:*

Q Persistent Systems was founded in 1990 in Pune, making it a contemporary of STPI's own establishment. How did the STPI framework in Pune shape the company's early growth and global ambitions?

STPI Pune played an important role in shaping our formative years. At a time when India's software industry was still evolving, STPI provided the critical infrastructure and policy environment that technology companies needed to compete globally.

Its Internet Connectivity, simplified software export processes, and supportive ecosystem enabled us to serve global customers from the very beginning. Equally important was the credibility and institutional confidence that STPI brought to the ecosystem, which helped Indian companies like Persistent earn the trust of Internet Connectivity clients. The availability of talent, operational support, and a stable regulatory framework allowed us to focus on what mattered most – building strong software product engineering capabilities and delivering world-class technology solutions.

Q Persistent has grown from a software product engineering specialist into one of India's leading technology services companies. How did STPI's expanding regional presence support this growth journey?

As Persistent expanded beyond Pune into cities such as Nagpur, Bengaluru, Hyderabad, and others, STPI's regional network provided a strong foundation for scalable growth.

The consistency of infrastructure, policy support, compliance mechanisms, and operational facilitation across different centres created a predictable business environment. This continuity enabled us to establish delivery centres efficiently, access diverse talent pools, and scale platform engineering services for global customers without having to recreate operational frameworks in every new location.

STPI's pan-India presence has contributed significantly to the decentralisation of technology growth and has enabled companies like ours to build seamless nationwide delivery capabilities.

Q Persistent today operates at global scale, with STPI-registered operations continuing to support export delivery. How does STPI remain relevant to your operations today?

STPI continues to be an important institutional partner for Persistent Systems, particularly in areas related to export facilitation, operational efficiency, and regulatory support.

In Pune especially, STPI's infrastructure and support ecosystem continue to provide value through streamlined statutory processes, reliable connectivity, single-window facilitation, and timely advisory on compliance-related matters. These services reduce administrative complexity and allow our teams to remain focused on innovation and customer delivery.

As our business has scaled globally and operational requirements have become more sophisticated, it is encouraging to see STPI continuously modernising its processes and adapting to the evolving needs of the technology industry.

Q Persistent is increasingly positioning itself at the intersection of AI-first software engineering and industry-specific cloud platforms. How do you see alignment with STPI's vision under the National Policy on Software Products 2019?

There is a strong strategic alignment between Persistent's technology direction and STPI's vision of transforming India into a global software product nation. Through its Centres of Entrepreneurship in areas such as AI and software products, STPI is creating collaborative innovation ecosystems that bring together startups, academia, industry, and researchers. We see tremendous potential in contributing our expertise in AI-led engineering, enterprise platforms, cloud technologies, and large-scale product development to these ecosystems.

At the same time, STPI's support for innovation, talent development, and ecosystem enablement will help accelerate the creation of globally competitive intellectual property originating from India. We believe this collaborative model can play a transformative role in strengthening India's position in next-generation technologies.

Q India's technology industry is entering a new era shaped by AI, cloud, platform engineering, and digital transformation. What opportunities do you see for Indian technology companies in this evolving landscape?

We believe India is entering one of the most exciting phases in its technology evolution. AI, cloud computing, platform engineering, and data-driven enterprise transformation are fundamentally redefining how businesses operate globally.

Indian technology companies are uniquely positioned to lead this transformation because of the country's engineering talent, innovation ecosystem, and growing product mindset. The opportunity today goes beyond IT services – it is about building intellectual property, creating industry-specific platforms, and delivering innovation-led business outcomes at global scale.

As enterprises accelerate their AI and cloud adoption journeys, India has the potential to emerge not just as a technology services destination, but as a global centre for digital engineering and software innovation.

Q Persistent Systems and STPI share not only a city but also a shared era of origin. As STPI completes 35 years, what message would you like to convey?

Persistent Systems extends its heartfelt congratulations to STPI on completing 35 remarkable years of contribution to India's technology and innovation ecosystem. For us, STPI has been much more than an enabling institution. It has been a long-standing partner that helped nurture an ecosystem where Indian technology companies could dream globally and build confidently.

From the early days of India's software exports to today's AI-driven digital



STPI - Nagpur

economy, STPI has consistently played a pioneering role in shaping the country's technology landscape. We are proud to have shared this journey from Pune to the global stage and look forward to continuing this partnership in the years ahead as India enters a new era of software innovation and technological leadership.

Q Provide a short note on Persistent Systems growth journey, significant milestones and road ahead.

Founded in 1990 in Pune, Persistent Systems began as a focused software product engineering company at a time when India's technology ecosystem was still in its infancy. Over the years, the company steadily evolved into a global digital engineering and enterprise modernisation leader, serving clients across more than 20 countries.

Among its major milestones have been its successful public listing, the expansion of global delivery operations, strategic partnerships with leading technology platforms, and its emergence as one of India's fastest-growing mid-tier IT companies. Persistent has also crossed the milestone of USD 1 billion in annualised quarterly revenue, reflecting the scale and maturity of its global operations.

Today, the company is increasingly focused on AI-led transformation, industry-specific cloud platforms, data-driven enterprise solutions, and next-generation software engineering. Looking ahead, Persistent aims to deepen its leadership in AI-first innovation while continuing to help enterprises globally reimagine digital transformation through engineering excellence and platform-driven growth.

Edited By: **Abhineet Kumar** | Elets News Network (ENN)



NARENDRA KUMAR PATNI

Founder

Patni Computer Systems

The Man Who Built the Blueprint and Nursery of Giants



patni

Before India became a global leader in software services and technology outsourcing, a few visionary entrepreneurs had already recognised the country's huge potential. One of the most important among them was Patni Computer Systems (PCS), founded in 1978 by Narendra Kumar Patni.

Patni Computer System

At a time when India's economy was highly regulated and the IT industry was just beginning, Patni Computer Systems introduced the bold idea of software exports. It built an offshore software services model well before global outsourcing became widely accepted.

Patni started small, but its impact on India's IT industry was immense. As an early pioneer in software exports, it also helped shape future industry leaders like N.R. Narayana Murthy, who later co-founded Infosys. With the establishment of Software Technology Parks of India (STPI) in 1991, India's software export industry gained the infrastructure, policy support, and strong institutional foundation needed for large-scale growth. Building on the early vision of pioneers like Patni, STPI played a key role in transforming India into a global IT powerhouse.

As STPI marks 35 years of driving India's digital growth, Patni Computer Systems remains an important part of this journey as one of the country's earliest builders of India's technology foundation.

Narendra Patni's Software Export Vision

Narendra Patni was one of the first Indian entrepreneurs to realise that software and technology services could be an engine of economic growth for India. He witnessed India's engineering talent being used in international markets in ways never tried before, leveraging international exposure and technical skills. At a time when India had limited policy support and lacked advanced technology infrastructure, Patni Computer Systems introduced the new concept of offshore software development.

The company created systems that enabled Indian engineers to deliver software services to international clients, especially in the United States. This was a breakthrough, proving that high-quality software development could be successfully managed from India with efficiency and professionalism.

In doing so, Patni had effectively built the first working model of what would later become India's software services industry. Long before outsourcing became a mainstream global business strategy, Patni proved India could compete internationally through knowledge, innovation, and software excellence.

This approach was enhanced further by STPI's country-wide software export ecosystem. While Patni created the original foundation, STPI provided the policy support, infrastructure, and large-scale institutional framework needed to expand this model across India.

Patni's Role in Shaping India's IT Leadership

The Most Important contribution of Patni Computer Systems was the talent and leadership it showed. Along with its corporate success, Patni also contributed as an early incubator for the future technology leaders, who will define the IT Revolution of India.

One of Patni's renowned employees was N.R. Narayana Murthy, who worked here before co-founding Infosys in 1981. His time at Patni gave him great exposure to software project management, working with global clients, and learning how to build and run a successful technology business.

The systems, discipline, and global business experience that Murthy gained at Patni played an important role in shaping the foundation of Infosys, which later became one of India's most respected technology companies. In this way, Patni was not just an early IT company; it also helped nurture and develop future leaders of India's technology industry.

This legacy reflects the larger role that STPI later played across India. Through its incubation centres, startup support programs, and Centre of Entrepreneurship (CoEs), STPI has nurtured thousands of entrepreneurs, startups, and innovators across the country. Like Patni, STPI has contributed not just to building businesses but also to enhancing the generations of technology leaders.

STPI Scaling India's Software Vision Nationwide

While Patni Computer Systems proved that India could succeed in software exports, large-scale growth required stronger institutional support. This came with the establishment of the Software Technology Parks of India (STPI) in 1991.

STPI was established with the primary intention of boosting India's software export sector by providing facilities like fast communication infrastructure, tax benefits, a less complicated approval system for setting up business, and a technology support system. From an experimental effort, it turned software exports into a national strategy at scale.

STPI's real importance is not in creating opportunities for early movers like Patni but in democratising software-based growth across India. STPI helped businesses in emerging cities and underserved regions to join the technology revolution through its pan-India network.

In many ways, Patni showed that the software export model could succeed, while STPI helped expand and scale it across the country. Together, they became two important foundations of India's IT growth, innovation, and technological



STPI-Bengaluru

development. As STPI completes 35 years, its continued role in expanding India's software exports, startup ecosystem, and digital infrastructure carries forward the strong foundation first built by companies like Patni.

Patni's Forgotten Legacy Still Shaped India's IT Future

Although Patni Computer Systems was one of the early leaders in India's IT industry, it did not remain as publicly prominent as companies like Infosys, TCS, or Wipro over the long term. After its acquisition, Patni gradually faded from the public spotlight. However, Patni's true importance goes beyond how long it remained in the spotlight. Its real legacy lies in the systems it introduced and the strong foundation it helped build for India's technology industry.

Patni introduced India to global software exports, created one of the first successful offshore models, nurtured future technology leaders, and established India's credibility in international software services. Its operational blueprint became the basis for the larger software export ecosystem that STPI later institutionalised.

Like many early contributors, Patni's role became such an important part of India's growing technology industry that its efforts are often forgotten today. But without Patni's early achievements, India's software journey might have looked very different.

As STPI marks 35 years in 2026, it carries forward a tradition that began before it existed. Patni drew the blueprint. STPI built the city. And India, today, lives in it.

Written by: **Sahaj Anand** | Elets News Network (ENN)

How HCL Turned Defiance Into a Technology Empire



For years, IBM symbolised the global computing revolution. From government offices and universities to research laboratories and industries, IBM computers represented modern technology and innovation.

In India too, IBM played a major role in introducing modern computing at a time when the country's own technology ecosystem was still developing. Computers were seen as highly advanced machines available only to a handful of institutions, and India depended heavily on imported technology. The country lacked a strong semiconductor industry, advanced manufacturing capabilities, and access to sophisticated hardware systems.

When IBM exited India in 1978, many believed it marked a setback for the country's technological ambitions. IBM was not just another multinational company. For many people, it represented computer technology itself. Its departure created uncertainty across government institutions, universities, and businesses. The common belief was that India lacked the expertise and infrastructure needed to build advanced computing systems on its own.

But while many saw IBM's exit as a crisis, a small group of engineers in Delhi saw an opportunity. They believed India could build its own computers. That belief eventually led to the birth of HCL.

Inside the Early HCL Workspace

Before HCL became a global technology company, it operated out of modest workspaces filled with engineers trying to solve complex technical problems with limited resources. There were no advanced laboratories or large manufacturing facilities. Worktables were crowded with loose components, handwritten notes, circuits, and partially assembled systems. Engineers spent long hours testing machines repeatedly, often improvising solutions because standard tools and equipment were difficult to access.

Building computers in India during that period was not easy. Hardware components were difficult to procure, technical documentation was limited, and sophisticated manufacturing infrastructure barely existed. Every stage of development required experimentation and persistence. But these constraints also shaped HCL's culture. The company learned how to adapt quickly, solve engineering problems creatively, and work efficiently despite limitations. Scarcity forced innovation rather than slowing it down.

Building Indigenous Computers

HCL's decision to build indigenous computers was considered highly ambitious at the time. Most companies preferred importing foreign systems or acting as distributors for multinational firms. Developing computers in India appeared commercially risky and technologically difficult.

But HCL believed long-term dependence on foreign technology would limit India's growth. The company wanted Indian engineers to move beyond simply using imported systems and start building technology themselves.

HCL's early computers were developed under severe constraints, but they carried symbolic importance. Every successful machine challenged the belief that advanced computing technology could only come from abroad. Over time, this began changing the confidence of Indian engineers and entrepreneurs. They no longer saw themselves only as users of foreign technology, but as creators capable of building sophisticated systems independently.

The Arrival of STPI

By the late 1980s and early 1990s, India's software industry had started gaining momentum. Companies like HCL had developed strong engineering talent

Before economic liberalization, before IT was even a word, we were democratizing the use of computers. And as computers changed the Indian lifestyle, we were there.



One of the first Computer models developed by HCL

and technical capabilities, but scaling globally remained difficult. The biggest challenge was infrastructure. Reliable connectivity, software export systems, and international communication networks were still weak. Technology companies struggled to serve overseas clients efficiently because India lacked the systems needed for large-scale software exports.

This changed with the creation of the Software Technology Parks of India (STPI) in 1991. STPI became one of the most important institutional drivers of India's IT growth. It addressed many of the structural barriers that technology companies faced by providing satellite connectivity, software export support, technology parks, and policy incentives.

For companies like HCL, the timing was critical. The company already had engineering expertise and technical capability. STPI gave it the infrastructure needed to scale internationally. Reliable connectivity allowed Indian firms to communicate with overseas clients more efficiently. Export support reduced operational bottlenecks. Technology parks created an ecosystem where software companies could expand faster and compete globally.

STPI's role was not only operational but also psychological. It signalled that the Indian government was serious about supporting the country's technology sector. That confidence mattered for companies trying to build long-term global businesses from India.

HCL's Shift to Global Technology Services

As global demand for software services increased during the 1990s and early 2000s, HCL expanded beyond hardware manufacturing. The company diversified

into software development, enterprise IT services, infrastructure management, engineering R&D, and technology consulting. Its early experience in solving engineering challenges under difficult conditions became an advantage. HCL had developed a strong technical culture focused on execution, flexibility, and problem-solving, qualities that appealed to international clients.

STPI's infrastructure played an important role in enabling this transition. With better connectivity and export systems, Indian technology companies could work more closely with international customers and deliver services from India at scale. Over time, HCL evolved from a domestic computer manufacturer into a multinational technology company serving clients across industries and geographies. The company adapted continuously as technology evolved, expanding into cloud computing, cybersecurity, artificial intelligence, and digital transformation services. Yet its engineering-first approach remained central to its identity.

More Than a Corporate Success Story

HCL's journey represented more than the growth of a single company. It reflected a larger shift in how India viewed its own technological capabilities. For years, developing countries were often seen mainly as consumers of technology created elsewhere. HCL challenged that assumption.

The company showed that Indian engineers could design systems, solve complex technical problems, and build globally competitive businesses. At the same time, institutions like STPI created the environment needed for Indian technology firms to expand beyond domestic markets. This combination of entrepreneurship and institutional support became one of the defining strengths of India's IT industry.

Companies brought ambition and technical expertise. STPI provided the infrastructure and policy support that allowed those ambitions to scale. Together, they helped reshape India's position in the global technology economy.

The Engineers Behind the Transformation

Today, India's IT industry is often measured through export numbers, valuations, and global rankings. But behind those numbers are years of experimentation, uncertainty, and persistence by engineers working in difficult conditions. HCL's story belongs to a generation of Indian technologists who believed advanced technology could be built in India, even when the country lacked resources and infrastructure.

They were willing to experiment, build systems from scratch, and solve problems with whatever tools were available. STPI provided the connectivity, export support, and ecosystem that helped these companies connect with global markets. When IBM exited India, many believed the country had lost its opportunity to participate in the computing revolution. Instead, that moment helped create a new generation of Indian technology companies determined to prove otherwise. HCL became one of the strongest examples of what that generation could achieve.

Written by: **Divya Tyagi**, Elets Technomedia (ENN)

HCL AND INDIA'S TECHNOLOGY GROWTH STORY

HCL Technologies' journey mirrors the evolution of India's technology industry itself. Founded in 1976, the company has grown from a pioneering hardware enterprise into a global technology leader with capabilities spanning IT services, engineering R&D, cloud, AI, and digital transformation. In this interaction, the company reflects on its growth journey, its longstanding association with STPI, and the opportunities shaping the future of technology innovation in India. *Edited excerpts:*



Q HCL Technologies traces its origins to 1976, making it one of India's oldest technology enterprises. When STPI came into being in 1991, HCL was already an established player looking to deepen its software export capabilities. How did the STPI support HCL's export ambitions in the early 1990s?

When STPI was established in 1991, it provided a structured framework that helped accelerate HCL's software export ambitions. Through the STP scheme, we benefited from single-window clearances, tax incentives, and duty benefits that made global delivery models more viable and competitive.

STPI also simplified export certification through SOFTEX filings, helping ensure smooth foreign exchange realisation and regulatory compliance. In addition, its support for data communication infrastructure, including dedicated satellite links in the early years, enabled Indian technology companies to deliver services remotely to global clients. These measures played an important role in helping HCL scale its IT services and engineering exports and build the foundation for global growth.

Q How did STPI's infrastructure and policy environment support HCL's evolution from an IT services company to an engineering and IP-led enterprise?

STPI has been an important part of HCL's growth journey by providing an enabling infrastructure and policy environment that



supported scale, innovation, and global competitiveness. A significant milestone in our evolution was the acquisition of IBM's software products business for USD 1.8 billion on July, 2019. This marked a strategic shift from a traditional IT services company to an engineering and IP-led enterprise with a stronger product and platform orientation.

Such a transformation required not only business vision but also access to a supportive operational ecosystem. Over the years, we leveraged this environment to strengthen our delivery network across key technology hubs such as Noida, Chennai, Bengaluru, and Hyderabad. The combination of infrastructure support, policy stability, and access to skilled talent helped accelerate our transformation and strengthen our position as a global technology company.

Q HCL Technologies today is among India's leading technology companies, with a significant share of its workforce and delivery capacity housed in STPI-registered facilities. How does STPI currently support HCL's operational and compliance requirements?

STPI continues to support HCL through streamlined SOFTEX filings, export certification, and regulatory compliance processes. These mechanisms help ensure efficient recognition of export revenues and alignment with statutory requirements. Its digital platforms and simplified procedures have improved efficiency and transparency at scale. STPI also provides support for unit management, operational coordination, and infrastructure expansion across locations.

As our business has evolved towards digital services, engineering R&D, cloud, and AI-led solutions, STPI has modernised its compliance systems through paperless workflows and digital processes. This has helped ensure that its support remains aligned with the changing needs of the technology industry.

Q HCL has been a pioneer in infrastructure services, engineering R&D, and AI-led innovation. As STPI expands its Industry 4.0 and ESDM Centres of Entrepreneurship, how do you see the two organisations collaborating in the future?

HCL sees significant opportunities to collaborate with STPI in strengthening India's deep-tech ecosystem through Industry 4.0 and ESDM Centres of Entrepreneurship. We can contribute expertise in semiconductor design, engineering R&D, product engineering, and AI-led platforms to support innovation programmes, startup ecosystems, and technology development initiatives. There is also considerable potential to collaborate on AI-powered industrial solutions, advanced engineering platforms, and emerging technology applications.

Such partnerships can help strengthen India's capabilities in semiconductors, digital engineering, advanced manufacturing, and artificial intelligence while creating new opportunities for innovation and talent development.

Q HCL's journey has closely mirrored the evolution of India's technology industry. What message would HCL like to share with STPI?

We appreciate the important role STPI has played in supporting the growth of India's technology industry over the years. Beyond being a policy and regulatory enabler, STPI helped create the framework that allowed Indian technology companies to scale globally while strengthening confidence in India's capabilities as a technology destination. As HCL evolved from hardware innovation to IT services, engineering R&D, digital transformation, and AI-led platforms, STPI remained a consistent and adaptive partner. Its efforts to modernise processes and expand into areas such as Industry 4.0, ESDM, and deep-tech innovation reflect its continued relevance to the industry.

Looking ahead, India is entering a new phase of growth driven by semiconductors, AI, digital engineering, and platform-led innovation. STPI can continue to play an important role by strengthening deep-tech ecosystems, supporting startups, encouraging collaboration between academia and industry, and enabling policy frameworks that foster innovation.

Q How has HCL's growth journey evolved over the years, and what lies ahead?

HCL's journey reflects its evolution from a pioneering hardware company in 1976 to a global technology organisation serving clients across industries and geographies. Over the years, we expanded into IT services, engineering R&D, digital transformation, cloud, and AI-led solutions while building strong capabilities across emerging technology domains. Today, HCL is among the world's leading technology services companies, with a strong focus on innovation, engineering excellence, and talent development.

Going forward, our priorities remain centred on AI-led innovation, digital engineering, platform-based services, and strengthening our global presence. We believe these areas will play a significant role in shaping the next phase of growth for both HCL and the broader technology industry.

Edited By: **Divya Tyagi & Abhineet Kumar** | Elets News Network (ENN)

FROM KOCHI, WITH CODE

How Banzan Studios Is Building Original Digital Entertainment from India



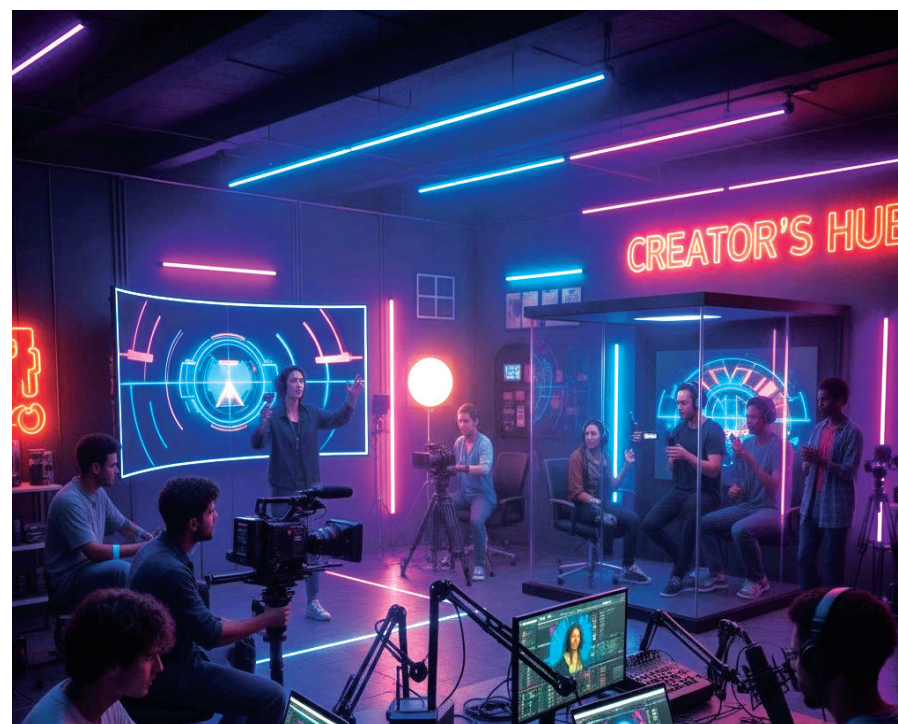
As India's digital economy expands, startups are finding opportunities not only in software and technology services but also in content, gaming, and digital storytelling. Banzan Studios is one such example. Founded in 2020 by Mukesh Dev, the Kochi-based startup set out to build original character-driven entertainment content from India. In a relatively short period, the company has developed a portfolio spanning games, comics, and interactive digital experiences, demonstrating how creative technology ventures can emerge from regional startup ecosystems and reach audiences at scale.

STPI's Role in the Banzan Journey

For startups operating in gaming and digital entertainment, growth requires more than creative talent. Access to mentorship, industry knowledge, business guidance, and funding often plays an equally important role in turning ideas into sustainable ventures. Banzan Studios was supported through STPI's IMAGE Centre of Entrepreneurship (Interactive Media, Animation, Gaming, and Extended Reality) and the Next Generation Incubation Scheme (NGIS).

Through these initiatives, the company gained access to incubation support, mentoring, product strategy guidance, entrepreneurial training, and industry connections. This support helped strengthen the company's business foundation while providing direction during its early stages of growth.

More importantly, the ecosystem encouraged the company to think beyond individual products and focus on building long-term intellectual property. Over time, this approach helped Banzan Studios develop a broader content and entertainment strategy rather than limiting itself to standalone gaming projects.



The results have been significant. Over the years, the company has developed more than 60 games, created over 1,000 comics, and reached more than 200 million users.

Building BaBlah

A major milestone in Banzan Studios' journey came with the creation of BaBlah, a virtual character introduced in June 2020. BaBlah became the company's flagship intellectual property and helped establish its identity within the digital entertainment space. Developed as a transmedia character appearing across comics, games, and digital content, BaBlah allowed Banzan Studios to build a connected entertainment experience across multiple platforms. Described as a

part-time monk aspiring to become an actor, the character quickly became central to the company’s creative strategy.

Rather than focusing solely on game development, Banzan Studios built a wider ecosystem around the character through comic strips, interactive content, and mobile gaming experiences. This approach enabled the company to develop original intellectual property while building audience engagement across different formats. The success of BaBlah demonstrated the potential for Indian startups to create original entertainment brands rooted in storytelling and digital engagement.

The NGIS Milestone

Another important moment in the company’s growth came in August 2022 when Banzan Studios received seed funding from NGIS, STPI’s startup investment initiative. The investment provided both financial support and external validation of the company’s business model and long-term vision.

The funding helped Banzan expand its portfolio of games, comics, and digital entertainment products while strengthening its creative and operational capabilities. It also increased the company’s visibility within India’s startup ecosystem and provided momentum for future expansion. For Banzan Studios, the investment represented more than capital. It reinforced confidence in the company’s efforts to build original entertainment intellectual property from India and highlighted the growing interest in startups operating beyond traditional software sectors.

QUIX and the Next Phase of Growth

In 2025, Banzan Studios introduced QUIX, marking a new phase in its evolution. Developed in partnership with Kochi Metro, QUIX is a micro-gaming and hyperlocal rewards platform that transforms public and commercial spaces into interactive gaming environments.

The platform combines short-form games, leaderboards, local rewards, and brand engagement to create a blend of gaming, commerce, and consumer interaction. QUIX emerged during a challenging period for the company in 2024–25. Rather than abandoning an earlier concept, the team reworked and adapted it into a business-focused platform. The revised product was developed and launched within three months.

The response was encouraging. Following its initial rollout across three Kochi Metro stations, the platform recorded more than 7,000 unique signups and attracted partnerships with over 20 brands. The launch demonstrated the company’s ability to adapt, experiment with new business models, and explore opportunities beyond conventional gaming products.

Building from Kochi

Banzan Studios’ story is also notable because it emerged from Kochi rather than one of India’s larger startup hubs. Its growth reflects the increasing strength of regional innovation ecosystems and aligns with STPI’s



STPI Kochi

long-standing efforts to support entrepreneurship beyond traditional technology centres.

By providing access to incubation, mentorship, and funding opportunities, initiatives such as IMAGE and NGIS have enabled founders to build businesses while remaining connected to their local ecosystems. The company’s journey illustrates how creative technology ventures can emerge from regional centres and compete in increasingly diverse segments of the digital economy.

Looking Ahead

From games and comics to digital characters and hyperlocal gaming platforms, Banzan Studios has steadily expanded its presence across multiple areas of digital entertainment. Its growth reflects a broader shift in India’s startup landscape, where entrepreneurs are increasingly building businesses around original intellectual property, storytelling, and interactive experiences.

For STPI, the company represents an example of how incubation, mentorship, and targeted support can help founders convert creative ideas into sustainable ventures. For India’s startup ecosystem, it is a reminder that innovation is no longer limited to traditional technology sectors or major metropolitan centres. New opportunities are emerging across creative industries, and startups from cities like Kochi are increasingly becoming part of that story.

Written By: **Sahaj Anand** | Elets News Network (ENN)

Arficus

Transforming Healthcare Through Generative AI

Founded in 2019, Arficus Pvt. Ltd. was established with a clear mission: to address some of healthcare's most persistent challenges through advanced technology. From delayed diagnosis and fragmented patient information to limited access to specialist expertise, healthcare systems around the world continue to face gaps that affect both clinical efficiency and patient outcomes.



Arficus was created to bridge these gaps by bringing together generative AI, medical imaging, genomics and predictive analytics within a unified healthcare platform. The company's focus has been on making diagnosis more accessible, timely and data-driven while

helping healthcare professionals work more effectively.

A beneficiary of the Next Generation Incubation Scheme (NGIS) and nurtured by STPI Bhilai, Arficus received crucial support during its formative years. The incubation ecosystem provided the company with a strong foundation to refine its technology, strengthen its product vision and accelerate innovation. This support played an important role in helping Arficus transform its ideas into practical healthcare solutions with global relevance.

Over the years, the company has expanded beyond India and today delivers healthcare solutions across more than 12 countries. Its growth reflects the increasing contribution of Indian deep-tech startups in addressing real-world healthcare challenges while building globally competitive technologies.

One of the most significant outcomes of this journey has been the development of MEDHINI, Arficus' flagship generative AI-enabled healthcare platform designed to support clinicians in diagnosis and clinical decision-making.

Building MEDHINI

Among Arficus' flagship innovations, MEDHINI stands out as a platform built to



help healthcare professionals analyse complex medical information and make more informed clinical decisions.

Healthcare providers often work with information scattered across multiple systems, including medical scans, laboratory reports, patient records, genomics data and diagnostic databases. Bringing these sources together can be time-consuming and may delay critical clinical decisions.

To address this challenge, MEDHINI integrates medical imaging, patient records, genomics and predictive analytics into a single system, giving healthcare professionals a more comprehensive view of a patient's condition. By consolidating information that would otherwise remain fragmented, it supports faster clinical assessments and more informed decision-making.

The platform has been designed to support healthcare professionals across a wide range of specialties, including cardiology, oncology, pulmonology, neurology, nephrology and preventive healthcare. By helping clinicians access and interpret complex medical information more efficiently, it contributes to improved workflows and better-informed patient care.

Developed as a Software as a Medical Device (SaMD), it functions as an AI-powered clinical decision support system. Its capabilities are particularly valuable in healthcare environments where access to specialist expertise may be limited, enabling providers to leverage advanced diagnostic support regardless of location. By streamlining the interpretation of complex medical data, it also supports better workflow management and potentially faster patient care pathways.

For Arficus, MEDHINI represents more than a technology platform. It reflects the company's broader vision of using advanced digital technologies to make quality healthcare more accessible, efficient and data-driven while helping healthcare professionals deliver better outcomes for patients.

STPI's Role in the Arficus Journey

The growth of Arficus from an early-stage startup into an international health-tech company has been supported by STPI's innovation ecosystem. For more than three decades, STPI has played an important role in strengthening India's technology and startup landscape through incubation support, entrepreneurship development, and innovation-focused initiatives. For startups operating in specialised sectors such as healthcare technology, access to the right ecosystem can often be as important as access to capital. Through incubation support, mentoring, industry guidance, and innovation networks, STPI helped Arficus strengthen its business foundation during its formative years.

The support enabled the company to focus on product development while gaining access to industry insights, technology ecosystems, and opportunities for market engagement. As Arficus expanded its healthcare offerings, these resources contributed to strengthening its credibility and accelerating its growth journey. The association highlights the role that incubation and innovation ecosystems can play in helping deep-tech startups navigate complex industries such as healthcare, where product development, validation, and adoption often require sustained effort and specialised expertise.

Expanding Across Healthcare Markets

One of the notable aspects of Arficus' journey has been the international adoption of its healthcare solutions. Today, the company's technologies are being used across more than 12 countries, reflecting growing interest in data-driven healthcare tools that can support diagnosis, screening, and patient management. Healthcare

systems worldwide are under increasing pressure to improve efficiency while managing growing patient volumes and rising healthcare costs. Technologies that help clinicians process information more effectively and support timely interventions are becoming increasingly important.

Arficus' solutions are designed to address these needs by enabling healthcare providers to analyse patient information more efficiently and support clinical decision-making through integrated data insights. The company's presence across multiple markets also demonstrates the ability of Indian health-tech startups to develop products that can address healthcare challenges across diverse geographies and healthcare systems. Beyond commercial growth, the wider significance of this expansion lies in the potential to improve access to quality diagnostic support, particularly in regions where healthcare resources and specialist expertise may be limited.

Supporting Healthcare Accessibility

One of the recurring challenges in healthcare is ensuring that quality diagnostic support reaches patients regardless of location. Many healthcare systems continue to face shortages of specialists, particularly in underserved and remote regions. In such environments, clinicians often need tools that can help them interpret data more efficiently and make informed decisions using available resources.

Platforms such as MEDHINI contribute to this objective by supporting healthcare professionals with integrated diagnostic intelligence and predictive insights. While technology cannot replace clinical expertise, it can help extend the reach of healthcare systems by enabling clinicians to work with more comprehensive information and improved analytical support. This becomes particularly relevant in preventive healthcare, where early identification of risks and timely interventions can significantly improve patient outcomes.

Shaping the Future of Intelligent Medicine

Healthcare is increasingly becoming data-intensive. Medical records, imaging systems, genomic information, wearable devices, and diagnostic tools generate large volumes of information that clinicians must interpret and apply in patient care. As healthcare providers adopt more digital systems, the ability to derive meaningful insights from this data is becoming increasingly important. Arficus is working at this intersection of healthcare and technology by combining artificial intelligence with clinical workflows. The company's focus is not only on improving efficiency but also on helping healthcare providers make better-informed decisions through integrated intelligence.

At the same time, the responsible use of technology remains critical. Healthcare applications require high standards of accuracy, reliability, data privacy, and regulatory compliance. Patient trust remains central to adoption, making ethical AI practices and robust governance frameworks essential components of long-term success. As Arficus continues to expand its presence across healthcare markets, these considerations will remain central to its approach.

Written By: **Sahaj Anand** | Elets News Network (ENN)



EV URJAA

Building the Future of Clean Mobility



When we founded EV Urjaa in 2021, the objective was clear: to contribute to India's transition towards cleaner transportation by building reliable EV charging and smart mobility infrastructure. While the electric mobility sector was gaining momentum, significant gaps remained in charging accessibility, infrastructure readiness and deployment across many parts of the country. We saw an opportunity to address these challenges through technology-driven solutions designed for India's evolving mobility needs.

As EV Urjaa began its growth journey, our association with the Software Technology Parks of India (STPI) became an important part of the company's development. Being part of the STPI ecosystem provided us with opportunities to engage with a wider network of technology companies, industry experts, investors, policymakers and fellow entrepreneurs. These interactions helped us better understand emerging trends, strengthen our technology roadmap and build valuable industry connections.

STPI's focus on innovation, entrepreneurship and technology development created an environment that encouraged young companies like ours to think beyond conventional solutions. As we expanded our focus from traditional EV charging infrastructure to more advanced technologies, the support and exposure provided through the STPI ecosystem proved valuable in shaping our growth trajectory.



**SANYOG
TIWARI**
Founder & CEO
EV Urjaa

Since its inception, **EV Urjaa** has achieved several important milestones in the **EV charging and clean mobility sector**. The company has deployed and operated charging stations across multiple locations through both Company-Owned Company-Operated (COCO) and Company-Owned Dealer-Operated (CODO) models, creating opportunities for local entrepreneurs and businesses to participate in the growing EV ecosystem.

One of the most significant outcomes of this journey has been the development of Power Jet, EV Urjaa's battery-powered DC fast-charging platform. The idea behind Power Jet emerged from a practical challenge. While EV adoption is growing steadily, charging infrastructure in many locations continues to face limitations related to power availability and grid connectivity. We wanted to create a solution that could help overcome these barriers and support faster deployment of charging infrastructure.

Power Jet is being developed as a scalable platform capable of operating independently of the power grid, with configurations ranging from 12 kW to 120 kW. The platform has been designed to support a wide range of charging requirements while enabling deployment in locations where conventional charging infrastructure may be difficult to establish. By reducing dependence on existing power infrastructure, Power Jet has the potential to expand charging access and support the broader adoption of electric mobility.

The development of Power Jet reflects EV Urjaa's broader approach to innovation. Rather than focusing only on infrastructure deployment, we have consistently worked towards creating practical solutions that address real-world challenges in the mobility sector. The company's efforts remain centred on building infrastructure that is scalable, accessible and relevant to India's growing EV ecosystem.

Alongside technology development, EV Urjaa has steadily expanded its operational footprint. Since inception, we have deployed and operated charging stations across multiple locations through both Company-Owned Company-Operated (COCO) and Company-Owned Dealer-Operated (CODO) models. These deployments have not only improved charging accessibility but have also created opportunities for local entrepreneurs and businesses to participate in the EV value chain.

Throughout this journey, STPI's role has extended beyond industry engagement. Access to a technology-focused environment, interactions with mentors and participation in innovation-led platforms have helped us strengthen both our



operational and technological capabilities. The organisation's continued emphasis on indigenous technology development and entrepreneurship has been particularly encouraging for emerging companies working on long-term solutions.

EV Urjaa has also participated in several national and international programmes focused on clean energy, sustainability and electric mobility. These engagements, along with collaborations across the EV ecosystem, have helped us strengthen partnerships and expand our understanding of the rapidly evolving mobility landscape.

Looking ahead, our vision is to build a scalable and sustainable charging ecosystem that can support India's transition towards clean mobility and low-carbon transportation. Through our expanding charging network and the continued development of Power Jet, we aim to serve both urban and underserved regions while helping improve access to reliable charging infrastructure.

We also see significant opportunities to create livelihood generation through franchise-led deployment models and to integrate emerging technologies such as battery energy storage and smart energy management into future offerings.

As India's mobility ecosystem continues to evolve, institutions such as STPI will remain important enablers for emerging technology companies. By facilitating mentorship, industry engagement, pilot opportunities and access to wider networks, STPI continues to help startups translate ideas into scalable solutions.

For EV Urjaa, the journey is still unfolding. What began as a commitment to strengthening EV infrastructure has grown into a broader mission to support India's clean mobility transition through technology, innovation and sustainable infrastructure development.

Author: **Sanyog Tiwari**, Founder & CEO, EV Urjaa

Devick Biz Solutions

Enabling Seamless and Scalable Lending Through Technology



NITIN KHANDELMAL

Founder & CEO

Devick Biz Solutions Pvt. Ltd.

simplify secured lending and make the overall credit journey more seamless for all stakeholders involved.

A significant milestone in our journey came in 2022 when we registered with the Software Technology Parks of India (STPI). At that stage, we were actively building proprietary software, developing our rule-based Business Rule Engine (BRE), integrating with lenders and connecting with India Stack. Being associated with STPI reinforced our identity as a technology-driven company and strengthened our efforts to build digital infrastructure for credit distribution.

The association with STPI also helped us in several practical ways. It strengthened our credibility while engaging with banks, NBFCs and financial institutions, supported our compliance framework and connected us with a wider community of technology-focused businesses. For a company operating at the intersection of technology and financial services, these factors played an important role in supporting our growth.

As we expanded our operations, two aspects of STPI's support proved particularly valuable. The first was credibility. In discussions with financial institutions, being an STPI-registered company reinforced confidence in our technology capabilities and long-term commitment. It helped us establish ourselves as a technology platform supporting credit distribution rather than being viewed as a conventional financial intermediary.

The second was access to a wider technology and policy environment. Through STPI's engagement with MeitY and developments linked to India's digital public infrastructure, we remained connected to initiatives that have a direct impact on financial technology businesses. This helped us stay aligned with evolving requirements and continuously strengthen our products and processes.

When we founded Devick Biz Solutions, we recognised a challenge that continues to affect a large part of India's MSME sector. While there is significant demand for formal credit, access is often hindered by fragmented processes, multiple intermediaries and the difficulty of matching borrowers with the right lending institutions. We believed there was an opportunity to address this gap through technology by creating a platform that connects borrowers, lenders and intermediaries in a more efficient and transparent manner.

Our objective from the beginning was not to build another loan aggregation platform. Instead, we focused on creating technology infrastructure that could



STPI-Noida

A major part of our growth story has been OneNDF, our technology-driven lending platform focused on the MSME segment. Over the years, OneNDF has evolved into a platform that helps simplify access to secured credit by bringing together lenders, intermediaries and borrowers on a single framework.

One of our key milestones has been facilitating more than ₹3,000 crore in loan disbursements. We have also built a network of over 120 institutional lenders, including public sector banks, private banks, NBFCs and housing finance companies, making a wide range of lending options available through a unified platform.

Another important achievement has been the creation of a network of more than 7,000 Chartered Accountant partners across India. This extensive distribution network has enabled us to reach businesses and self-employed professionals across different regions while improving access to formal credit channels.

Technology continues to play an important role in how we operate. Our proprietary Business Rule Engine supports real-time lender matching, helping borrowers connect with suitable lending institutions more efficiently. Integration with India Stack enables paperless and consent-based underwriting processes, reducing paperwork and improving turnaround times. We have also adopted a zero-commission model for borrowers, ensuring that businesses can access financing opportunities without additional platform charges.

Looking ahead, our vision is to build OneNDF into a common lending infrastructure platform for secured credit. We see a significant opportunity to

create a unified framework where lenders, intermediaries and borrowers can connect more efficiently, improving the overall credit experience and expanding access to formal financing.

In the near term, we are focused on expanding lender integrations, strengthening our network of Chartered Accountants and professional intermediaries, and developing additional tools that help improve underwriting and borrower journeys. We are also exploring partnerships with industry associations, developer communities and government initiatives that can help expand access to credit for MSMEs.

As STPI continues to evolve, we believe it can play an important role in supporting a broader range of technology companies, including those working in financial infrastructure, regulatory technology and digital public services. Greater access to regulatory sandboxes, stronger engagement with public sector institutions and increased visibility for emerging technology businesses can help create an environment where innovative companies are able to grow and scale.

Our journey so far has been shaped by a simple objective: making access to formal credit easier and more efficient for India's MSMEs. With continued support from institutions such as STPI and the wider digital ecosystem, we remain committed to building solutions that help businesses access the financing they need to grow.

Author: **Nitin Khandelwal**, Founder & CEO,
Devick Biz Solutions Pvt. Ltd. (OneNDF)



AOLEMBA PONGEN
Chillibreeze

Chillibreeze's Global Journey and STPI's Enabling Role

When Chillibreeze started its journey, the idea was never just about building a business. It was about creating opportunities in the Northeast and proving that people from the region could do exceptional work for clients anywhere in the world without having to leave home.

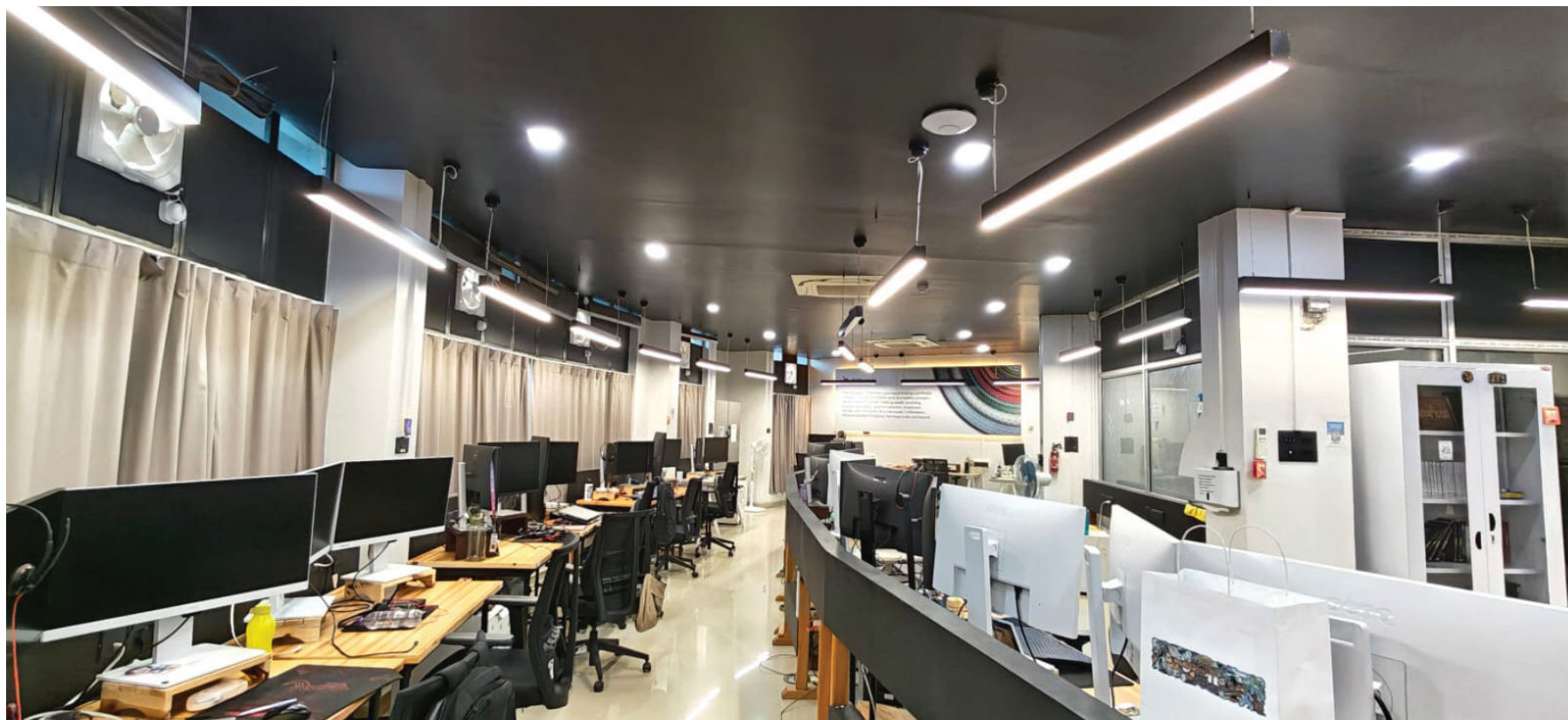
Back in 2005, when our founders Ralph and Joanna Budelman moved from Bengaluru to Shillong, there were very few examples of export-oriented companies operating from the Northeast. The technology ecosystem was still developing, and many businesses viewed the region as being too remote for global service delivery. Yet we believed that talent was not limited by geography. What people needed was the right environment, the right training and the right opportunities.

That belief led to the formal incorporation of Chillibreeze in 2006 and the decision to begin operations from the STPI facility in Shillong. Looking back, that decision proved to be one of the most important foundations of our growth journey.

For a young company serving international clients, credibility and infrastructure matter. STPI provided both. Reliable connectivity, a structured operating environment and support for export-oriented businesses gave us the confidence to build for global markets from Shillong. At a time when clients were far more familiar with established technology centres in other parts of India, being part of the STPI ecosystem helped reassure them that we had the systems and infrastructure required to deliver consistently.

In many ways, STPI helped remove barriers that could have slowed our growth. Instead of worrying about infrastructure challenges, we were able to focus on what mattered most, building a strong team, improving our services and delivering value to clients.

As the years passed, Chillibreeze continued to evolve. What began as a small content-writing venture gradually expanded into creative services, presentation



design, visual communication and specialised business support services. Every stage of growth was driven by the same principle that guided us from the beginning: investing in people and helping them do their best work.

Today, Chillibreeze serves clients across the United States, Europe and Asia. We work with global corporations, consulting firms and Fortune 500 companies that trust our teams with business-critical presentations and communication projects. What makes us particularly proud is that this work continues to be delivered by teams based in the Northeast.

Our growth has been steady and organic. Over the years, we expanded beyond Shillong, opening operations in Aizawl, Kohima and more recently Manipur. We became a Microsoft Preferred Supplier, achieved ISO 27001 certification, strengthened our internal systems and crossed the milestone of more than 225 team members. Each achievement has reinforced our belief that globally competitive businesses can be built from this region.

Throughout this journey, STPI has remained an important part of the environment that enabled companies like ours to grow. Its continued efforts to promote IT and IT-enabled services in the Northeast have helped create greater awareness, encourage entrepreneurship and strengthen the broader business ecosystem. The impact extends beyond individual companies. It has contributed to creating opportunities for young professionals who want to build careers without leaving the region.

Perhaps the most satisfying part of our journey has been seeing perceptions change. When we started, many people questioned whether a company based in Shillong could serve international clients at scale. Today, those questions are asked far less frequently. The success of businesses across the Northeast has shown that quality, professionalism and commitment matter far more than location.

Looking ahead, we remain focused on building people, strengthening leadership and expanding opportunities within the region. We are also exploring how new technologies, including AI-enabled tools, can help improve both creative and operational workflows while maintaining the standards our clients expect.

We believe the Northeast is entering an exciting phase. There is growing entrepreneurial energy, improving infrastructure and increasing confidence among young professionals. Initiatives such as STPI's OctaNE Centre of Entrepreneurship will help accelerate this momentum by supporting founders who are building businesses from the region.

If Chillibreeze's story demonstrates anything, it is that meaningful businesses can be built from places that were once considered unlikely destinations for global work. Our journey has been built on the talent of people from the Northeast, the trust of our clients and the support of institutions such as STPI that believed in the region's potential long before it became widely recognised.

Author - **Aolemba Pongen**, Chillibreeze



STPI Bhopal



VOICES ACROSS THE DECADES

Before the First Line of Code Was Exported

The year 1991 is often remembered in India for what it abolished: the licence raj, the foreign exchange controls, the wall that had kept the world economy at arm's length. But the story of that year is incomplete without acknowledging what it quietly created. On June 5, 1991, the Government of India established the Software Technology Parks of India, a body with a deceptively modest name and an immodestly ambitious mandate. It was asked, in essence, to wire India to the world.

The India of 1991 was not an obvious candidate for technology leadership. Telephone lines were rationed. International bandwidth was measured in kilobits. Export-oriented software development, the kind that would eventually make Bengaluru and Hyderabad household names in Silicon Valley boardrooms, was an aspiration backed more by conviction than infrastructure. STPI was created to bridge that gap, and to do it before the gap swallowed the opportunity whole. What followed across the next three and a half decades is, by any reasonable measure, one of the more remarkable institution-building stories in independent India's economic history. STPI became the address at which India's software industry grew up. It provided the satellite-linked data communication infrastructure at a time when no private provider would or could. It offered a single-window clearance regime when bureaucratic multiplicity was the norm. It gave tax exemptions that made early-stage software export ventures commercially viable. And it stayed the course as the industry it had incubated began to dwarf it in scale and ambition.

To mark thirty-five years of this journey, STPI gathered voices from across the ecosystem it helped build: company founders who registered their first export units under the STP scheme in the early 1990s, technology leaders who have watched the industry transform from Y2K contractor to AI-native enterprise, and entrepreneurs who credit the scheme with creating the conditions in which they could take their earliest risk. What emerges from those conversations is not a single narrative but a braided one, each voice adding texture to a story that no government gazette notification alone could tell.

The testimonials archived in this story span the chronological arc of the scheme itself. They reach back to the months when satellite uplinks were a novelty and dedicated data lines a luxury, and they come forward to a present in which Indian software companies collectively bill over two hundred and fifty billion dollars annually to a global client base. In between those two data points lies a generation of human effort, institutional persistence, and, as several of these voices attest, a degree of faith in public-private partnership that was not always fashionable.



Mr. Narayana Murthy
Founder, Infosys

"I would say that one of the main reasons why the software industry took off in 1991-92 and has reached the levels in India, becoming the software center of the world is primarily due to the software technology park model that was designed by the then Department of Electronics and continued by the Ministry of Information Technology. Entrepreneurship is extremely important in translating ideas into wealth and in creating jobs. Ofcourse these are, as everybody knows, extremely important for the progress of a country like India. That is where I believe the new initiatives at STPI in helping entrepreneurs incubate their ideas and creating intellectual property is going to be extremely useful for the country."

"There was a time when we struggled even to bring software and technology-driven work to India. Thanks to the infrastructure, policy support, and enabling ecosystem created by STPI and the Government of India, it has become remarkably easier for us to innovate, expand, and pursue our future plans with confidence."

The ease we experience today did not emerge overnight. It is rooted in the bold reforms, visionary policies, and world-class infrastructure that STPI helped build over the years. Those foundational efforts transformed India's technology landscape, enabled the growth of the IT industry, and empowered companies like ours to think bigger, move faster, and compete on a global scale."



Ms. Nivruti Rai
Former Country Head
Intel India



Mr. Nandan Nilekani
Co-founder &
Non-Executive Chairman
Infosys

"If you remember, the early 90s was the time of India's economic liberalization. We had economic reforms, we had liberalization of the currency, we had a better tax deal, and STPI was set up with a combination of infrastructural installations as well as multi-year tax benefits for companies to invest the profits. And this public infrastructure, which could be shared by both big and small companies, played a very, very critical role in the growth of the Indian software industry."

"The early years were really tough and STPI India really helped us with compliance, statutory requirements, networking facilities, incubation facilities, and setting up space and other really important things that were necessary for the company for its start. Without STPI's support, a company like ours would not have existed, and I can say that not just for ourselves, but for many other software companies like us all across India. I'm delighted to see that STPI continues to be a supporter of startups and early stage companies. They have gone ahead and set up centers of Entrepreneurship all across the country, and I'm very excited at the opportunity that startups will have working as part of the incubation centers being set up by STPI. These centers of Entrepreneurship will be really a catalyst for the next generation of product IP and technology growth for our country."



Mr. Anand Deshpande
Founder, Persistent
Systems



Mr. Tiger Tyagarajan
Former President & CEO,
Genpact

"Software Technology Parks of India has played a defining role in shaping the Indian IT industry. Today, across the country, it is synonymous with excellent infrastructure and support, and I can truly say that Genpact is a testament to that. We have changed the way we do business for our clients, and with that, we have also expanded our presence across India. The support given by STPI through their schemes have enabled robust growth, opportunities, employment opportunities, and foreign exchange earnings across our facilities. We are very proud to have 17 of our Genpact offices as STPI facilities, from Noida to Hyderabad, Bangalore, Jaipur, and Gurugram. We are true ambassadors of STPI and continue to be associated with and grow with them."



Mr. Sachidanand Varadarajan
Vice President, Qualcomm

"As a part of STPI's scheme, we enjoyed the benefits of income tax benefits, exemption from GST, and exemption from customs. During these years, the STPI and its staff have been extremely helpful and made sure that there are no hurdles to the conduct of our business. There has been significant improvement in the ease of doing business in the last few years with STPI. STPI adapts to the changing needs of the industry."

What the Archive Holds

Thirty-five years is long enough for the founding conditions of an institution to become genuinely difficult to imagine. The India of 1991, with its rationed telephone connections and its currency controls and its suspicion of foreign investment, is not the India of 2026 in any dimension that a casual comparison would recognize. The software industry that STPI was created to enable now accounts for a larger share of India's GDP than agriculture, employs something in the order of five million people directly, and has produced companies that compete, credibly, for the most technically demanding work in the global economy.

It would be tempting, given those numbers, to read STPI's history as a straightforward success story: problem identified, institution created, problem solved. The voices collected in this compendium resist that reading. What they describe, collectively, is something more complicated and more interesting: a thirty-five-year negotiation between an institution and the industry it was trying to serve, in which both parties had to keep revising their understanding of what the other needed. In the early years, STPI needed the industry to take the STP scheme seriously, to invest in building export units under a framework that was new and whose long-term stability was not guaranteed. The industry, for its part,

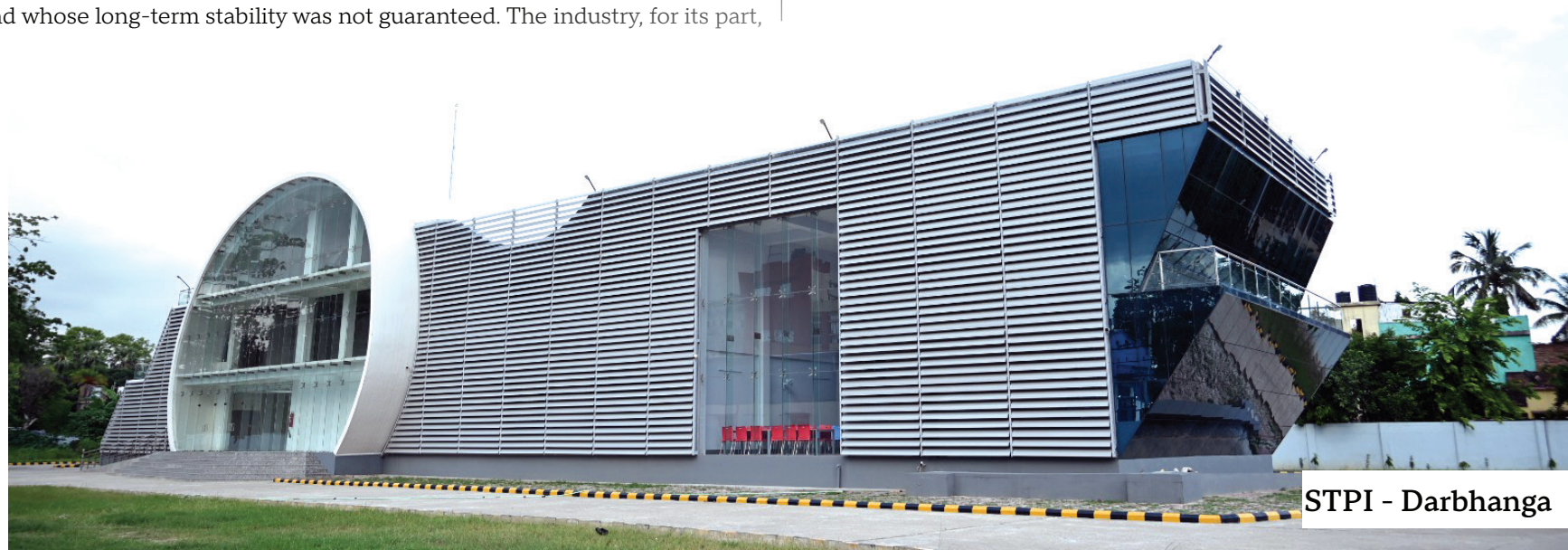
needed STPI to deliver on the infrastructure promises that no private provider was in a position to make. That mutual dependency, fragile in the early years and then increasingly robust as both parties accumulated track records, is the structural foundation on which everything else was built.

As the industry matured and the original infrastructure gaps closed, the nature of the relationship changed. Companies that had once depended on STPI for basic connectivity and compliance now contributed to the policy conversations that shaped the scheme's evolution. The institution that had once been a gatekeeper became a partner, and then, in some domains, a student: learning from the companies it had incubated about what the next frontier of the technology economy required and what institutional support might look like in that new landscape.

The testimonials archived in these pages are, among other things, a record of that evolution. They capture what it felt like to be inside the ecosystem at different moments of its development, from the founding-era contingency of the early 1990s through the Y2K inflection point, the offshoring wave of the 2000s, the startup boom of the 2010s, and the artificial intelligence transformation of the present decade. No single institutional history could contain all of those stories; what STPI's thirty-fifth anniversary compendium can do is hold open the space in which they are told. The archive that STPI maintains, across its network of technology parks and innovation centres and incubation facilities, is not primarily a record of export statistics, though those statistics are remarkable. It is a record of human ambition operating within an institutional framework, of the decisions made by founders and engineers and policy architects at moments when the outcome was genuinely uncertain. It is a record, in other words, of how a country decided to bet on its own people and what happened when, by and large, that bet came good.

Thirty-five years on, the bet is still being placed. The companies of the next generation are working with technologies and serving markets that would have been unimaginable to the founders who filed the first STP registrations in 1991. Since then the legacy of building businesses and turning stories into impact has been the trademark for STPI

Written by **Nandini Iha** | Flets News Network (ENN)



STPI - Darbhanga



FROM THE INSIDE - INDUSTRY INSIGHTS
**CONVERSATIONS WITH COMPANIES WHOSE GROWTH JOURNEYS HAVE
BEEN CLOSELY LINKED WITH STPI'S ECOSYSTEM AND SUPPORT**

STPI - Gurugram

“STPI’S UNWAVERING SUPPORT HAS BEEN THE BEDROCK OF CAPGEMINI INDIA’S GROWTH”

Capgemini India has grown into one of the company’s largest global operations, reflecting the evolution of India’s technology and digital services sector. In an interaction, **Vilas Bhoir**, CEO, Capgemini India, discusses the company’s growth journey, its association with STPI, and the opportunities emerging in AI and digital transformation. *Edited excerpts:*

Q Capgemini India has grown into one of the Group's largest global delivery centres, with operations spanning consulting, technology services, engineering and business process management. How has STPI supported this growth journey across multiple locations and business lines?

STPI has provided a strong institutional framework and a supportive operating environment that has helped Capgemini India scale its operations across multiple business segments and locations. Its facilitation services, compliance support and pan-India presence enabled us to meet key business milestones and expansion objectives within planned timelines. As our operations grew across consulting, technology services, engineering and business process management, STPI's support helped create a stable environment for growth, allowing us to focus on client delivery while managing regulatory and operational requirements efficiently.

Q Capgemini India today delivers technology consulting, digital engineering, cloud services and business process management at scale. How does STPI's current framework support your operational, compliance and export requirements?

STPI's current framework remains well aligned with evolving business requirements. The organisation continues to provide valuable support in areas



VILAS BHOIR
CEO, Capgemini India



such as compliance management and export certification, helping us manage complex, multi-service delivery engagements efficiently. Its facilitation model supports operational continuity and enables us to deliver services at scale across a diverse portfolio of businesses and clients.

Q As STPI expands its Centres of Entrepreneurship in emerging technologies, what opportunities do you see for collaboration in areas such as artificial intelligence, innovation and skills development?

We see significant opportunities to work with STPI in areas such as artificial intelligence and emerging technologies. As technology adoption accelerates across industries, collaboration between industry and institutions will become increasingly important. We look forward to engaging with STPI on initiatives related to AI development, innovation, skills enhancement and technology advancement that contribute to India's growing technology ecosystem.

Q Capgemini has significantly expanded its presence in India over the past two decades. Could you highlight some of the company's key milestones and share your priorities for the years ahead?

Capgemini began operations in India in 2001 with a workforce of a few thousand professionals. Over the past two decades, India has become one of the most important centres within the Capgemini Group, supporting global delivery, technology services, engineering and business operations.

The company's growth has been strengthened through a series of strategic

acquisitions, including Patni, IGATE Global Solutions, Altran, Aricent, Cloud4C and, most recently, WNS. These integrations have expanded Capgemini India's capabilities across consulting, engineering, digital transformation, cloud services and business process management.

Today, Capgemini employs more than 175,000 professionals in India, accounting for over half of the Group's global workforce. The company operates major technology hubs across Mumbai, Bengaluru, Hyderabad, Pune and Chennai, supporting clients across industries and markets worldwide.

A key focus of Capgemini's India operations has been continuous investment in technology and innovation. Through its network of Applied Innovation Exchanges (AIEs) and Centres of Entrepreneurship, the company has developed capabilities in areas such as Intelligent Industry, 5G, cloud computing and artificial intelligence.

Reflecting its contribution to India's technology exports, Capgemini received the HYSEA-STPI Export Award in the ₹5,000 crore category for FY 2024-25 in March 2026.

Looking ahead, Capgemini is focused on expanding its generative AI capabilities and embedding AI-driven software development across client engagements. As organisations increasingly adopt AI-enabled technologies, the company aims to play a leading role in the next phase of digital transformation while continuing to strengthen India's position as a global technology and innovation hub.

Edited by: **Abhineet Kumar & Dr. Asawari Savant** | Elets News Network (ENN)



EY Global Delivery India's Journey of Growth and Transformation

EY Global Delivery Services India has grown from a modest support operation into a critical part of EY's global delivery network. Today, thousands of professionals across cities including Bengaluru, Kochi, Trivandrum, Gurugram, Chennai, Hyderabad, Mumbai, Pune, Noida, Kolkata and Coimbatore support EY member firms worldwide across audit, tax, consulting, technology and data-driven services.

As our India delivery model expanded from primarily back-office processes to more complex professional services, technology consulting and data analytics, the STPI framework for ITeS and knowledge process outsourcing played an important enabling role. As a Non-STPI unit registered with STPI Trivandrum, we benefited primarily from facilitation related to export regularisation through the filing of SOFTEX forms.

Over time, our relationship with STPI evolved alongside the growth of our operations. As our India delivery network expanded, STPI continued to support us through SOFTEX approvals and compliance-related requirements such as Monthly Progress Report (MPR), Service Exports Reporting Form (SERF) and Annual Performance Report (APR) submissions. This partnership helped ensure efficient regulatory compliance and supported operational continuity across multiple locations.

Today, EY Global Delivery India works with highly sensitive financial, tax and audit data for global clients across regulated industries. In this environment, compliance and operational reliability remain central to our delivery model. STPI's facilitation continues to be valuable, particularly in relation to SOFTEX regularisation and compliance support. At the same time, as our operations become increasingly multi-service and multi-geography in nature, there is scope for more tailored support that can further strengthen operational efficiency and future growth.

A major focus area for us today is the transformation of professional services through AI and emerging technologies. As EY invests heavily in EY.ai and reshapes how professional services are delivered globally, India is expected to play a central role in this transformation.

Our focus in India is centred around three priorities. The first is accelerating AI-driven professional services by leveraging India's technology ecosystem and deep domain expertise to develop advanced AI-enabled solutions across audit, tax and advisory services. The second priority is building world-class AI talent. Through targeted upskilling programmes, academic partnerships and hands-on exposure to AI-driven



KISHOR BELLA
EY Global Delivery
Services India

By integrating AI, automation and analytics capabilities across our delivery centres, India will continue to play an increasingly important role in driving innovation, operational excellence and global client impact.



platforms, we aim to strengthen India's capabilities in AI-powered audit and tax technologies.

The third priority is strengthening India's position as a global hub for professional services delivery. By integrating AI, automation and analytics capabilities across our delivery centres, India will continue to play an increasingly important role in driving innovation, operational excellence and global client impact.

We also see strong potential for deeper collaboration with STPI in advancing AI-focused initiatives and emerging technology ecosystems. Together, there is an opportunity to strengthen India's position as a globally competitive hub for AI-driven professional services delivery. Today, India is increasingly emerging as a centre for innovation, advanced analytics, AI-led transformation and global capability building. Our journey reflects the larger evolution of India's professional services ecosystem from operational support to strategic global delivery and innovation.

Author: **Kishor Bella**, EY Global Delivery Services India

Qualcomm INDIA

Powering Innovation Through Advanced Semiconductor Technologies

Qualcomm India has emerged as one of the company's largest engineering and R&D centres globally, contributing to advances in wireless communications, semiconductors, AI, and connected technologies. In this interaction, **Ganesh S**, Director - Logistics & Compliance, Qualcomm India, discusses the company's growth journey, its association with STPI, and the opportunities shaping India's semiconductor ecosystem. *Edited excerpts:*

Q Qualcomm established its India Design Centre in Hyderabad in 2004, at a time when STPI was already a well-established presence in the city. How did STPI support Qualcomm's early growth in India?

STPI provided the critical foundation that enabled Qualcomm to establish and scale its India Design Centre. By offering a robust data communication network and an efficient export support framework, STPI ensured that semiconductor IP and software exports could be validated smoothly while meeting regulatory requirements.

This combination of infrastructure and compliance support enabled Qualcomm to confidently build and expand one of its most significant global chip design



GANESH S

Director - Logistics & Compliance, Qualcomm India



centres in India, supporting continuous innovation in wireless and semiconductor technologies.

Q Qualcomm India has grown into one of Qualcomm's largest engineering centres globally. How has STPI contributed to this growth journey?

Today, Qualcomm India has more than 20,000 engineers working on 5G and 6G technologies, automotive systems, IoT solutions, Snapdragon processors, and AI accelerators across Hyderabad and Bengaluru.

STPI's role in supporting this growth has been significant and enduring. Through its single-window facilitation, regulatory support, and export enablement services, STPI has helped streamline software export operations and compliance requirements. Its certification frameworks, including SOFTEX processes, have enabled seamless foreign exchange realisation and strengthened operational transparency.

In addition, STPI's ecosystem of infrastructure, policy support, and innovation-focused initiatives has provided a strong foundation for Qualcomm to expand its R&D and technology footprint in India, contributing to the country's growing position in the global IT and semiconductor sectors.

Q Qualcomm India works on some of the world's most advanced chipsets. How does STPI continue to support Qualcomm's operations today?

STPI continues to be an important enabler of Qualcomm India's operations by providing a robust compliance framework for semiconductor IP and software exports. Through export certification and regulatory facilitation, STPI supports the seamless validation of high-value intangible exports and helps ensure efficient foreign exchange realisation.

Its systems enable large-scale compliance across multiple locations, aligning with Qualcomm's distributed R&D model. Importantly, STPI's framework has evolved to accommodate the complex export structures associated with advanced semiconductor design, allowing Qualcomm to operate efficiently while advancing innovations in 5G, AI, and wireless technologies.

Q Qualcomm has been a pioneer in 3G, 4G, 5G, and now 6G technologies, while also driving innovation in on-device AI through Snapdragon platforms. How do you see Qualcomm and STPI contributing to India's semiconductor and deep-tech ambitions?

With India advancing its semiconductor ambitions through the India Semiconductor Mission and STPI strengthening the ESDM ecosystem, Qualcomm India sees significant opportunities to contribute to the next phase of the country's technology growth.

We are particularly excited about a future where chips are not only designed but also manufactured in India, supported by a strong ecosystem of talent, innovation, research, and industry collaboration. Together, industry and institutions can play an important role in strengthening India's capabilities in semiconductors, advanced engineering, and deep-tech innovation.



Q How has Qualcomm's growth journey evolved over the years, and what lies ahead?

Qualcomm's journey in India reflects the country's emergence as a global centre for technology and engineering innovation. Since establishing its India Design Centre in Hyderabad in 2004, the company has steadily expanded its engineering capabilities, making India one of Qualcomm's most important R&D destinations worldwide.

Today, Qualcomm India contributes across a broad range of technologies, including wireless communications, mobile computing, automotive platforms, IoT solutions, artificial intelligence, and next-generation semiconductor design.

Looking ahead, the convergence of connectivity, computing, and intelligence will define the next phase of growth. In the near term, Qualcomm will continue to focus on advancing 5G technologies and expanding on-device AI capabilities across mobile, automotive, and IoT platforms, with India playing a significant role in chipset design and system innovation.

As the industry moves towards 6G and AI-native semiconductor architectures, India's engineering ecosystem will become increasingly important in driving next-generation connectivity and intelligent systems. Over the longer term, Qualcomm aims to advance autonomous technologies, intelligent platforms, and deep-tech innovation while contributing to India's emergence as a global hub for semiconductor design, talent development, and technology-led growth.

Edited by: **Divya Tyagi** | Elets News Network (ENN)

TEXAS INSTRUMENTS

The Pioneer That Helped Put India on the Global Technology Map



Texas Instruments holds a unique place in India's technology journey. In 1985, it became the first multinational technology company to establish an R&D centre in the country, helping demonstrate the potential of global engineering and product development from India. In this interaction, the company reflects on its pioneering journey, longstanding association with STPI, and the future of India's semiconductor ecosystem. *Edited excerpts:*

Q Texas Instruments holds a unique and historic place in India's technology story. In 1985, it established the country's first offshore software development centre in Bengaluru, years before STPI was formally constituted. What do you recall about those early years, and how did that experience influence the thinking behind what eventually became STPI?

Texas Instruments' early years in India were defined by collaboration, resilience, and a shared belief in the country's technology potential. In 1985, establishing

an offshore development centre in India was largely uncharted territory, and the company worked closely with VSNL, the Department of Electronics, the Department of Telecommunications, and the Ministry of Commerce to create the operational framework needed to make the model successful.

The company became the first to establish its own satellite gateway in Bengaluru through a build-and-operate arrangement with VSNL. At the time, an officer from the Department of Electronics was stationed at Texas Instruments to monitor data transmissions through a protocol analyser before export certifications could be issued.

There were numerous operational and regulatory challenges, but these experiences demonstrated that globally integrated R&D and software development could be successfully executed from India. They also highlighted the need for a structured framework to support technology exports, helping inform the thinking that eventually evolved into the STPI model. Texas Instruments values the partnership it has shared with government institutions and stakeholders who helped create an enabling environment for innovation, engineering talent, and global R&D from India.

Q When STPI was formally established in 1991, the framework it created was, in many ways, modelled on Texas Instruments' Bengaluru experience. How did your relationship with STPI evolve over the years?

Texas Instruments is humbled to have played a role in the early evolution of India's technology ecosystem. Its initial experience demonstrated that globally integrated R&D and software development could operate successfully from India, even before a formal support structure existed.

With the establishment of STPI in 1991, India took a significant step towards creating a structured and scalable ecosystem for technology exports. While Texas Instruments had demonstrated the potential of offshore development,

STPI institutionalised the infrastructure, policy support, and operational frameworks that enabled the broader industry to scale rapidly.

As the ecosystem matured, the company's relationship with STPI evolved as well. From being an early pioneer operating ahead of the ecosystem, Texas Instruments became part of a much larger semiconductor and technology community supported by STPI's policy and infrastructure framework.

Q Texas Instruments India today employs more than 3,500 engineers in Bengaluru working on silicon design, embedded software, and DSP innovation for global markets. How does STPI continue to support your operations?

STPI's continued facilitation has played an important role in enabling Texas Instruments India to scale and operate efficiently in a highly specialised and globally connected R&D environment. Through its single-window clearances, export compliance support, and process digitisation initiatives, STPI has helped simplify regulatory engagement and improve operational agility. For Texas Instruments India, these enablers have supported the expansion of large-scale engineering and design automation operations in Bengaluru, allowing teams to focus on advancing silicon design and embedded software for global markets.

Initiatives such as blanket approvals, streamlined statutory processes, and digitised reporting frameworks have contributed to faster execution and greater efficiency in managing export-oriented R&D activities.

Q Texas Instruments India works on next-generation chipsets, analogue design, embedded systems, and automotive electronics. As India advances its semiconductor ambitions, how do you see the company's role evolving in partnership with STPI?

As India accelerates its semiconductor ambitions through initiatives such as the India Semiconductor Mission, Texas Instruments sees significant opportunities to further strengthen the country's chip design and embedded technology ecosystem. The company has maintained a strong presence in India since 1985 and today contributes to end-to-end product development across analogue design, embedded systems, automotive electronics, and semiconductor innovation for global markets.

Going forward, Texas Instruments believes partnerships with ecosystem enablers such as STPI can continue to play an important role in fostering innovation and supporting the growth of India's semiconductor sector. This includes enabling a conducive environment for R&D-led innovation, supporting process and policy improvements that accelerate development cycles, and strengthening the infrastructure required for faster design, validation, and time-to-market.

Q Texas Instruments did not just establish a development centre in India; it helped demonstrate that India could become a global hub for technology innovation. What would you like to say about STPI's contribution to that journey?

Texas Instruments India has been part of India's technology and innovation journey since establishing the country's first multinational R&D centre in 1985. Over the decades, India has evolved into a major centre for semiconductor design,



embedded systems, and engineering innovation, and institutions such as STPI have played an important role in enabling that growth.

The company appreciates the policy framework, infrastructure support, and institutional trust that STPI has provided to the technology industry over the years. Texas Instruments is proud to have been part of this shared journey and looks forward to contributing to the next phase of innovation, talent development, and semiconductor growth in the country.

Q How has Texas Instruments' growth journey evolved over the years, and what lies ahead?

Texas Instruments has been part of India's technology and semiconductor journey for four decades. In 1985, it became the first multinational technology company to establish an R&D presence in the country, and over time, Texas Instruments India has grown into one of the company's largest R&D centres outside its global headquarters.

Today, its engineers contribute to end-to-end product development across industrial systems, automotive technologies, communications, personal electronics, healthcare, and space applications. The company has also contributed to several important product innovations, including the MSPM0, F29, and C2000 platforms, while supporting technologies used in missions such as Chandrayaan-3, Mangalyaan, and the NASA-ISRO Synthetic Aperture Radar (NISAR) mission. Looking ahead, Texas Instruments sees significant opportunities in vehicle electrification, sustainable energy, industrial automation, embedded systems, and intelligent connected technologies. Through continued investments in innovation, engineering talent, and customer collaboration, the company remains focused on developing analogue and embedded semiconductor solutions that help customers create smarter, more energy-efficient, and reliable technologies for global markets.

Edited by: **Divya Tyagi** | Elets News Network (ENN)



SAP Labs India's Journey from R&D Centre to Global Innovation Hub

India's emergence as a global hub for enterprise software development has been shaped by strong talent, progressive policy support, and a growing technology ecosystem. The Software Technology Parks of India (STPI) has played an important role in this journey by helping global technology companies establish and scale long-term operations from India.

SAP Labs India's journey from a small R&D centre in Bengaluru to one of SAP's largest global product engineering hubs reflects the strength of this ecosystem. As STPI completes 35 years, SAP Labs India acknowledges the organisation's contribution in supporting its growth and helping strengthen India's position as a global innovation destination.

MILESH JAMBURAO

Vice President - Head of Strategy & Operations, SAP Labs India

Building the Foundation for Global R&D

When SAP Labs India was established in Bengaluru in 1998, STPI had already become an important facilitator for software export operations in India. According to SAP Labs India, the STPI ecosystem provided reliable high-speed data communication infrastructure, export facilitation, regulatory support, and seamless global connectivity.

These factors helped reduce operational complexities and created a favourable environment for technology-led growth. The availability of a strong support framework also made Bengaluru an attractive destination for SAP to expand its global research and development activities and establish a long-term innovation presence in India.

Scaling into a Global Product Engineering Hub

Over nearly three decades, SAP Labs India has evolved from a software development centre into one of SAP's most significant global product engineering hubs. During this period, STPI's ecosystem also evolved alongside the changing needs of the technology industry.

SAP Labs India notes that STPI's continued investments in infrastructure, enhanced connectivity, export facilitation mechanisms, and policy support enabled the organisation to scale its operations, talent base, and global product development capabilities from India. The evolving support framework also helped accommodate the company's transformation into a major contributor to SAP's worldwide product portfolio.

Supporting Large-Scale Software Development

Today, SAP Labs India employs thousands of engineers working across Business AI, cloud infrastructure, enterprise applications, and industry-specific software solutions. As software products become increasingly sophisticated and globally integrated, efficient compliance and export processes remain critical to operations.

SAP Labs India acknowledges STPI's role in supporting these requirements through streamlined compliance management, export certification services, and regulatory facilitation. These mechanisms help support the smooth development and global export of complex enterprise software, AI-enabled solutions, and cloud technologies from India.

Strengthening India's AI and Software Ecosystem

As artificial intelligence reshapes enterprise technology, SAP sees opportunities to collaborate with STPI in strengthening India's software product ecosystem.



The company believes initiatives such as STPI's AI and Data Science Centres of Entrepreneurship can serve as valuable platforms for mentoring startups, encouraging innovation, and accelerating technology adoption. SAP Labs India also sees potential for collaborative efforts in enterprise AI, support for emerging software product companies, and AI-led digital transformation aligned with India's broader technology and innovation goals.

A Shared Commitment to India's Technology Leadership

As STPI marks this significant milestone in supporting India's software and technology sector, SAP Labs India recognises its contribution to the country's emergence as a global hub for innovation, enterprise software development, and digital talent. The company also acknowledges STPI's role in building an enabling ecosystem that has supported the growth of technology organisations operating from India and serving global markets.

SAP Labs India: Growth Journey and the Road Ahead

SAP Labs India began operations in Bengaluru in 1998 as a focused R&D centre supporting SAP's global software portfolio. Over the years, it has grown into one of SAP's largest product engineering hubs worldwide, contributing to the development of nearly half of the company's core software products.

Today, the organisation continues to drive innovation across enterprise applications, cloud technologies, Business AI, analytics, and digital platforms. Looking ahead, SAP Labs India remains focused on advancing AI-driven innovation, accelerating cloud transformation, and developing next-generation enterprise solutions for customers across global markets.

Author: **Mitesh Jamburao**, Vice President - Head of Strategy & Operations, SAP Labs India

Intel India's Journey from Design Centre to Global Semiconductor Hub



Manas Das

Senior Director
Intel India

When we established Intel's India Design Centre in Bengaluru in 1998, India's semiconductor and advanced engineering sector was still in its formative years. Bengaluru was emerging as a technology destination, but large-scale semiconductor design from India was only beginning to take shape. Building advanced engineering operations required not only talent but also reliable infrastructure, efficient export processes, and an environment that could support seamless collaboration with global teams.

The Software Technology Parks of India (STPI) helped create that foundation. Over the past three decades, STPI has contributed significantly to India's technology sector through communication infrastructure, export facilitation, policy support, and industry-focused initiatives. Our journey in India reflects the evolution of this ecosystem and the country's emergence as a globally recognised centre for semiconductor design and engineering.

Building Confidence in India's Design Capabilities

Our early operations in India focused on chipset design and microarchitecture development, work that required dependable connectivity with engineering teams across the world and a robust operational framework. At that time, such capabilities were still evolving within India's technology landscape.

STPI helped create the conditions that enabled companies like ours to undertake complex engineering work from India with confidence. Its export-oriented systems and facilitation mechanisms allowed global technology companies to operate efficiently while remaining closely integrated with international operations.

We have also seen STPI continuously improve its services and simplify compliance processes over the years. By functioning as a trade facilitator and maintaining an industry-oriented approach, STPI helped reduce operational hurdles for technology companies. This support contributed to strengthening Bengaluru's reputation as a destination for semiconductor design and advanced engineering.

Growing Alongside India's Technology Sector

As our operations expanded, so did our contribution to Intel's global innovation network. What began as a design centre gradually evolved into one of Intel's most important engineering and R&D hubs worldwide. Today, our teams contribute to advanced processor technologies, AI accelerators, autonomous driving platforms, connectivity solutions, and embedded systems.

Intel has invested nearly \$8 billion in its Bengaluru operations, reflecting India's strategic importance to our long-term engineering roadmap.

During this period, STPI also broadened its role beyond infrastructure support. We have seen the organisation consistently work to address industry concerns and reduce procedural complexities that can affect business growth and innovation.

Over time, STPI expanded its contribution through policy facilitation, industry



engagement, and initiatives supporting the Electronics System Design and Manufacturing (ESDM) sector. These efforts have also encouraged the growth of startups and deep-tech ventures, helping strengthen India's semiconductor landscape.

Supporting Advanced Semiconductor Operations

As semiconductor technologies have become more sophisticated, requirements related to compliance, intellectual property protection, and secure data movement have become increasingly important. Modern semiconductor design involves highly sensitive engineering work conducted across globally integrated development environments where secure transfer of design data and intellectual property is essential.

STPI has continued to support these evolving requirements through ESDM-focused facilitation, secure export frameworks, and streamlined compliance processes. Its systems help enable the smooth and regulation-compliant movement of semiconductor intellectual property and sensitive design data across borders. Through secure infrastructure and audit-based compliance frameworks, STPI continues to support advanced semiconductor operations while helping companies meet stringent global standards.

India's Semiconductor Opportunity

India's semiconductor sector has entered a new phase with the India Semiconductor Mission and a growing national focus on strengthening domestic semiconductor capabilities. As the country advances its position in the global semiconductor

landscape, collaboration between industry and support institutions will become increasingly important.

We see significant opportunities to work with STPI in strengthening the semiconductor talent pipeline, supporting chip-design startups, and advancing deep-tech entrepreneurship. Building future-ready talent and encouraging startup-led innovation will be important in shaping the next phase of growth for the sector. We believe continued collaboration between industry, policymakers, and support institutions can further strengthen India's position as a globally competitive semiconductor design hub.

Looking Ahead

From our beginnings as a semiconductor design centre in Bengaluru, Intel India has grown into one of Intel's most important global engineering and R&D hubs. As the semiconductor industry enters a new phase shaped by artificial intelligence, edge computing, automotive technologies, and advanced silicon design, India is expected to play an even larger role in our global operations.

Going forward, we remain focused on advancing next-generation semiconductor technologies while strengthening India's position in the global semiconductor value chain. Our journey mirrors the broader transformation of India's semiconductor sector—from an emerging design destination to a key contributor to global technology development.

Author: **Manas Das**, Senior Director, Intel India

From SOFTEX to GenAI: Hexaware's Three-Decade Transformation



Hexaware Technologies was incorporated in 1992 in Navi Mumbai, just a year after STPI was formally constituted, making it one of the earlier beneficiaries of India's nascent software export policy framework. Being a Maharashtra-based company, Hexaware was well positioned to leverage STPI's growing presence in the region. The company initially registered under Mumbai STPI, and as its business scaled, it expanded operations to Chennai and Pune, extending its relationship with STPI across multiple centres. From the beginning, the support received from STPI officers proved practical and tangible, particularly in areas like clearing imported goods efficiently and

obtaining SOFTEX certifications in a timely manner, both of which were critical to running a globally oriented IT and BPO operation.

Hexaware's corporate journey has been anything but linear. The company grew through two distinct phases, first as a listed public company, then as a Carlyle-backed private entity, before relisting in 2025. Through each of these ownership transitions and strategic repositionings, its India delivery operations remained the backbone of its business model. Throughout this period, STPI's facilities and regulatory framework across Mumbai, Pune, and Chennai provided a stable and consistent operating environment. Compliance never became a burden. Hexaware maintained a disciplined approach to its regulatory obligations, ensuring timely monthly filings and Annual Performance Report submissions, and found in STPI a partner that made that process straightforward rather than cumbersome.

Now relisted and competing in an increasingly complex global technology landscape, Hexaware continues to rely on its strong India delivery base for IT and BPO services. The single-window model that STPI offers remains one of its most valued features, reducing the friction that can otherwise slow down operations at scale and allowing teams to stay focused on client delivery rather than regulatory navigation. STPI's facilitation ecosystem continues to support Hexaware across all key aspects of its compliance and operational requirements.

Hexaware has been investing significantly in AI-led automation, cloud services, and GenAI-powered business transformation, both for internal operations and for clients across industries. As STPI deepens its AI and Data Science Centre of Entrepreneurship ecosystem, Hexaware sees a natural opportunity for collaboration. The company is already doing considerable work in AI automation and remains open and enthusiastic about engaging with STPI's innovation infrastructure to co-create solutions and contribute to positioning India as a global GenAI services leader.

As STPI marks 35 years of service to India's IT industry, Hexaware acknowledges the role that duty and tax savings on capital goods, timely approval of SOFTEX, and consistent institutional support have played in enabling its own three-decade growth story. It is a partnership built not on grand gestures, but on reliable, day-to-day facilitation that has quietly powered one of India's enduring IT success stories.

Author: **Joy Thomas**, CEO, Hexaware Technologies



Joy Thomas
CEO
Hexaware Technologies

STPI-Ranchi



STPI-Deoghar





Bebo Technologies on Scaling Global SOFTWARE OPERATIONS

Founded in 2002 with just five engineers, Bebo Technologies has grown into a global software engineering company serving international clients across industries. In this conversation, **Rajeev Rai**, Managing Director, Bebo **Technologies Pvt. Ltd.**, reflects on the company's growth journey, operational evolution, and its long association with STPI while building global technology operations from Chandigarh. Edited excerpts:



Rajeev Rai

Managing Director
Bebo Technologies Pvt. Ltd.

Q Bebo Technologies began operations from an STPI incubation centre in Chandigarh. How did STPI support the company during its early years?

Bebo Technologies started in 2002 from an STPI incubation centre at PEC Chandigarh with just five engineers. At that time, a company from Chandigarh working side by side with Silicon Valley engineering teams was not considered normal. Connectivity was unreliable, infrastructure was limited, and export processes were often complicated. Frankly, many people did not believe high-end product engineering could happen from Chandigarh.

In those early years, companies like ours genuinely needed STPI. They helped simplify many operational and regulatory challenges, allowing us to remain focused on clients, engineering, and execution.

What stood out most was the accessibility of their people. If there was a problem, someone would step in and help. Whether it involved customs and excise matters, infrastructure issues, expansion support, or operational roadblocks, the approach was always solution-oriented rather than process-driven. Many STPI officers and staff members quietly supported us over the years and played a meaningful role in our journey.

Q How has Bebo Technologies' relationship with STPI evolved as the company expanded?

Our relationship with STPI evolved alongside the growth of the company. We began at the incubation centre at PEC Chandigarh and gradually expanded across multiple offices in Sector 34 as our team grew. In 2013, we moved into our Chandigarh Technology Park facility.

Throughout these years, STPI remained closely connected to our journey. They supported us in navigating compliance requirements, export processes, infrastructure coordination, and various operational matters. What stood out most was the consistency of support. Whenever challenges emerged, there was usually someone willing to listen, guide, and help move things forward.

Q What STPI services remain most relevant for Bebo Technologies today?

Even today, STPI continues to play an important role for export-oriented software companies like ours, particularly in areas such as compliance support, operational coordination, and policy-related matters. Their support has helped create a more structured and efficient environment for companies operating in the global software export market.



Over the years, the technology industry has evolved significantly, and it is encouraging to see STPI adapt alongside these changes. We appreciate their continued efforts to simplify processes, modernise support systems, and strengthen India's software export ecosystem.

One of STPI's most valuable contributions has been its role in enabling the growth of technology companies beyond traditional metro cities. By supporting emerging technology hubs across India, STPI has broadened access to global opportunities and contributed meaningfully to the expansion of the technology industry.

Q As STPI expands its innovation and incubation initiatives, what areas of support would benefit companies like Bebo Technologies the most?

As India moves deeper into AI, digital transformation, and advanced software engineering, talent development will become increasingly critical to the industry's long-term growth.

One of the biggest opportunities ahead lies in making students more industry-ready from day one. While technical education provides the foundation, companies today also seek strong communication skills, leadership, practical exposure, time management, and real-world engineering experience. Bridging this gap between academia and industry can create a stronger and more future-ready workforce.

Going forward, STPI can continue to add tremendous value by supporting AI innovation, emerging technologies, the start-up ecosystem, and deeper collaboration between industry and educational institutions. Such initiatives can help companies from cities like Chandigarh continue building world-class technology organisations from India and compete successfully on a global scale.

Edited by: Abhineet Kumar & Dr. Asawari Savant / ENN



India Highlights

STPI's Role in Global Consulting Growth

As India strengthens its position as a global technology and consulting destination, Guidehouse India reflects the evolution of the country's high-value ITeS ecosystem. In this interaction, the company shares insights into its growth journey, longstanding association with STPI, and the opportunities emerging in AI-driven public sector transformation and digital consulting. *Edited excerpts:*

Q How did the STPI framework for ITeS exports support Guidehouse in building a compliant and scalable global delivery operation in India?

The STPI framework played a pivotal role in enabling Guidehouse India to establish a compliant and scalable export-oriented delivery model. Through structured mechanisms such as SERF and Softex filings, STPI helped ensure seamless adherence to RBI guidelines, export reporting requirements, and audit-ready documentation processes. Equally important was the standardised governance ecosystem facilitated by STPI, including approvals, licensing support, reporting mechanisms, and regulatory coordination. This enabled Guidehouse India to focus on scaling high-value consulting and analytics capabilities while maintaining strong operational and compliance standards aligned with global business expectations.

Q Guidehouse India has evolved into a high-value consulting and analytics delivery centre. How has your association with STPI evolved over the years?

Over the years, STPI has remained a consistent and reliable partner in supporting Guidehouse India's operational and compliance requirements. The organisation's responsiveness, especially in areas such as Softex form attestation, regulatory clarifications, and front-office coordination, has contributed significantly to smooth business operations.



Guidehouse India particularly values the efficiency of STPI's approval timelines, which have enabled uninterrupted service delivery and business continuity. Additionally, the user-friendly digital processes, standardised procedures, and transparent formats available through the STPI portal have enhanced operational ease and governance efficiency. As Guidehouse India continues to expand its capabilities in data analytics, digital transformation, and public sector consulting, STPI's facilitation ecosystem continues to remain relevant in supporting compliant growth and global delivery excellence.

Q Guidehouse India works on sensitive government and financial services engagements requiring stringent data security and compliance. How does STPI support these operational requirements?

STPI plays an important role in enabling secure and compliant operational environments for companies like Guidehouse India that deliver services to highly regulated global sectors. Its support extends beyond regulatory facilitation to include critical digital infrastructure and cybersecurity enablement.

The availability of secure, high-speed dedicated data communication networks, backed by redundancy and round-the-clock support, strengthens operational reliability for sensitive consulting and analytics engagements. STPI's data centre, disaster recovery, and sovereign cloud capabilities further help organisations maintain data protection standards, business continuity, and scalability requirements. In addition, STPI's information security services, including Vulnerability Assessment and Penetration Testing (VAPT), support organisations in proactively identifying and mitigating cybersecurity risks. Combined with streamlined approvals, renewals, and compliance facilitation, these services create a robust ecosystem for delivering secure and trusted advisory solutions to global clients.

Q As STPI deepens its focus on AI and emerging technologies through its Centres of Entrepreneurship (CoEs), what opportunities do you see for collaboration?

Guidehouse India sees strong potential for collaboration with STPI's Centres of Entrepreneurship in advancing AI-driven public sector transformation and regulatory technology innovation in India. By combining STPI's innovation ecosystem and startup network with Guidehouse's expertise in governance, risk management, and compliance advisory, both organisations can contribute to building scalable AI-led solutions for government and regulated industries.

There are significant opportunities to jointly develop AI-enabled RegTech platforms, support responsible and trusted AI frameworks, and accelerate the adoption of emerging technologies through startup co-creation models. Guidehouse India also sees value in collaborating on skilling initiatives, innovation programmes, and capacity-building efforts focused on AI, cybersecurity, and digital governance.

Such collaborations can strengthen India's positioning as a global hub for AI-powered consulting, compliant digital transformation, and public sector technology innovation.

Q What message would Guidehouse India like to share with STPI as it completes 35 years?



Guidehouse India congratulates STPI on completing 35 years of enabling and strengthening India's IT and ITeS ecosystem. Over the decades, STPI has played a foundational role in enhancing India's credibility as a trusted global technology and services destination.

The organisation's collaborative approach, responsiveness, and commitment to simplifying compliance processes have created a supportive environment for companies operating in global delivery and consulting domains. Guidehouse India appreciates STPI's continued efforts in fostering innovation, operational efficiency, and technology-led growth across the industry.

Q Provide a short note on Guidehouse India's growth journey, significant milestones and road ahead.

Guidehouse India was established as a captive service provider supporting Guidehouse Inc. across healthcare, financial services, analytics, and technology-enabled business operations. Over the years, the organisation has grown significantly into a strategic global delivery centre with a workforce exceeding 5,000 professionals across India.

Among its notable milestones are the achievement of ISO 27001:2013 certification, expansion of STPI and SEZ operations, and strong export performance from key facilities, including the RMZ unit. The company has also strengthened its capabilities in advanced analytics, automation, digital transformation, and high-value consulting support aligned with evolving global business requirements. Going forward, Guidehouse India aims to further strengthen its role as a strategic innovation and delivery hub, with continued focus on scale, digital capabilities, AI-driven transformation, and high-value advisory services for global clients.

Edited by: **Abhineet Kumar** | Elets News Network (ENN)

From Pune to Global Markets

Zensar Reflects on Its STPI-Enabled Journey

As the Software Technology Parks of India (STPI) marks 35 years of enabling India's IT and software export ecosystem, industry leaders are reflecting on the institution's role in shaping the country's digital growth story. In an exclusive conversation, **Rupender Shekhawat** shared insights on Zensar Technologies's journey alongside STPI and the evolving opportunities for future collaboration. Edited excerpts:



RUPENDER SHEKHAWAT
Zensar Technologies

Q As Zensar Technologies has its origination prior to 1991, making it a contemporary of the STPI framework from its inception. With its roots in Pune, how did Zensar leverage the STPI ecosystem in its early years to build its software services capabilities and strengthen its export presence?

Zensar Technologies has been part of India's IT journey since before the establishment of STPI and has grown into a global IT services company serving clients across industries and geographies. How did STPI's infrastructure, policy framework, and evolving ecosystem support Zensar's growth from its early years through its expansion across Pune, Hyderabad, and Bengaluru?

Zensar leveraged STPI's infrastructure, connectivity, and export-friendly policies from its early years to build strong offshore delivery capabilities and establish itself as a software export-driven organisation. Benefits such as duty-free imports, simplified compliance mechanisms, and export facilitation enhanced cost competitiveness and enabled the company to scale its software services efficiently.

As Zensar expanded its operations across Pune, Hyderabad, and Bengaluru, STPI's evolving ecosystem continued to support its growth through a wider geographic presence, improved connectivity, streamlined regulatory processes, and robust infrastructure. STPI's support for distributed delivery models, compliance requirements, and export operations enabled Zensar to scale seamlessly across multiple locations while strengthening its global delivery network and serving clients worldwide.

Q Zensar operates from STPI-registered facilities that form the backbone of its global delivery model. What aspects of STPI's present support ecosystem, whether in compliance facilitation, export documentation or regulatory ease, are most critical to Zensar's day-to-day operations and its ability to serve its international clientele?



Scheme and related initiatives, what partnership possibilities do you see for Zensar to collaborate with STPI in upskilling talent, co-innovating with startups and expanding India's digital service exports?

STPI's expanding focus on Centres of Entrepreneurship (CoEs), emerging technologies, and export promotion presents strong collaboration opportunities for Zensar.

In the area of upskilling, Zensar can partner with STPI-led programmes to develop talent in digital supply chain, cloud, and AI through joint training initiatives, internships, and industry-aligned curricula.

For co-innovation, STPI's startup ecosystem and CoEs provide a platform for Zensar to collaborate with startups working in AI, data, and automation, enabling faster

solution development and innovation at scale.

Additionally, through initiatives such as the India BPO Promotion Scheme (IBPS) and digital export promotion programmes, Zensar can leverage STPI networks to expand into new markets, strengthen global delivery capabilities, and contribute to enhancing India's position in high-value digital services exports.

STPI's present ecosystem continues to support Zensar through streamlined compliance and regulatory facilitation. Key aspects include the efficient handling of export documentation, Softex certification, and foreign exchange reporting, ensuring adherence to FEMA and RBI guidelines.

Additionally, STPI's single-window interface for approvals, bonding formalities, and duty-related processes reduces administrative effort, while standardised procedures enable smooth and audit-ready operations. These capabilities are critical in maintaining operational continuity, ensuring regulatory compliance, and enabling seamless delivery to international clients.

Q Zensar has been building capabilities in digital supply chain, cloud infrastructure and AI-driven data management. As STPI expands its CoE ecosystem into these domains and drives the India BPO Promotion

Q Zensar Technologies has witnessed significant evolution over the years, expanding its capabilities and global footprint while adapting to changing technology landscapes. Could you take us through Zensar's growth journey, the key milestones that shaped its evolution, and the priorities that will define its road ahead?

Zensar Technologies has evolved from its origins in 1991 as part of the RPG Group into a globally recognised IT services company with strong capabilities across digital transformation, cloud, and enterprise solutions.

Over the years, the company successfully transitioned from hardware to software services, built a robust offshore delivery model, and expanded its footprint across key global markets. Significant milestones include scaling its export-driven business through STPI and SEZ frameworks, strengthening domain expertise across banking, retail, and technology sectors, and achieving sustained global growth.

Looking ahead, Zensar remains focused on advancing capabilities in digital engineering, cloud, AI, and data-driven services, while continuing to invest in talent, innovation, and strategic partnerships to strengthen its position as a leading global technology solutions provider.

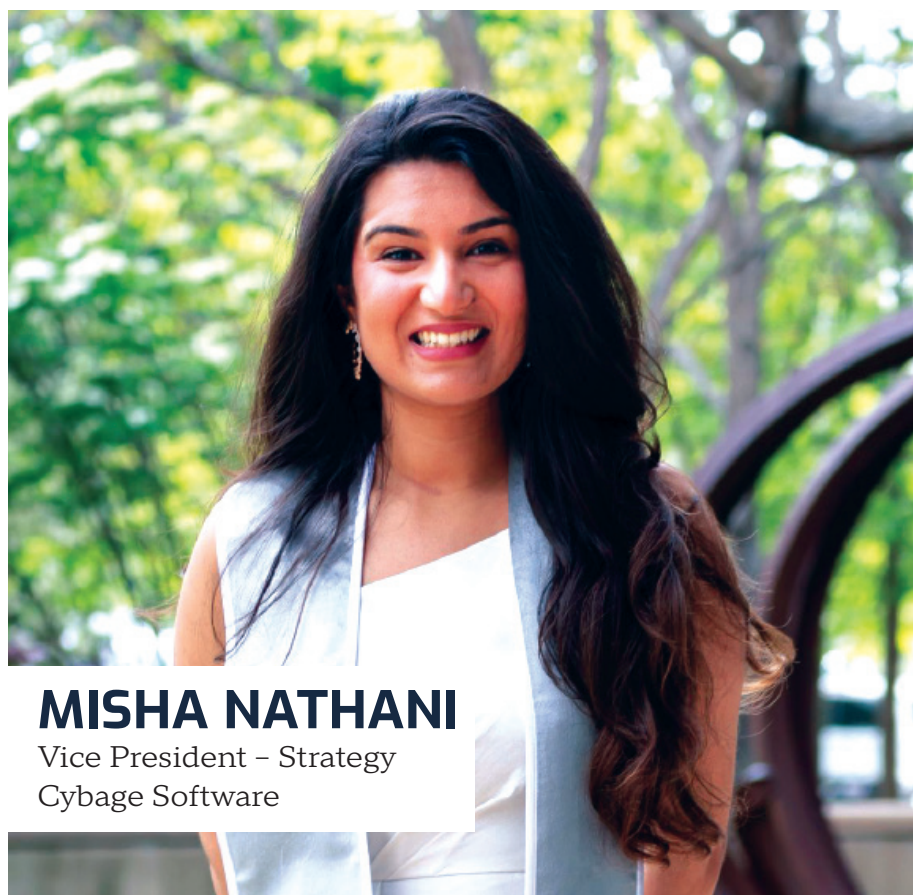
Edited by: **Dr. Asawari Savant** | Elets News Network (ENN)





Cybage Software

Accelerating Digital Transformation Through Technology and Innovation



MISHA NATHANI

Vice President – Strategy
Cybage Software

Cybage Software has grown into a leading technology consulting and digital engineering company serving global enterprises. In this interaction, **Misha Nathani**, Vice President – Strategy, Cybage Software, discusses the company's growth journey, its long association with STPI, and the opportunities shaping the future of digital engineering and AI. *Edited excerpts:*

Q How did STPI's Pune ecosystem support Cybage's founding years as it built its identity as a software product engineering company for global markets?

Cybage's journey began in Pune in 1995, at a time when India's IT industry was still defining its global identity. In those formative years, STPI's Pune ecosystem played a catalytic role by providing the credibility, regulatory enablement, export facilitation, and infrastructure support that early software exporters needed to serve international markets with confidence. For a pure-play product engineering company like Cybage, the STPI framework helped simplify export documentation, strengthen compliance discipline, and create an operating

environment aligned with global business expectations. More importantly, STPI helped position Pune as a trusted software export destination, giving companies like Cybage the foundation to engage global clients, build long-term relationships, and scale product engineering capabilities from India.

Q How has STPI's support evolved to accommodate Cybage's growth from a small software firm to a globally competitive product engineering enterprise?

Over nearly three decades, Cybage's association with the STPI Pune ecosystem has evolved from foundational export enablement to a broader partnership that supports scale, compliance maturity, and global competitiveness. In the early years, STPI's single-window facilitation, export certification, duty and infrastructure-linked benefits, and support for software exporters helped reduce operational friction for growing companies. As Cybage expanded into a USD 200 million-plus organisation with nearly 7,000 professionals and deep domain expertise across travel, retail, media, technology platforms, and digital engineering, STPI's role continued to remain relevant by enabling smoother export processes, structured statutory compliance, and confidence in cross-border business operations. This evolution mirrors India's own transition from an offshore services destination to a global hub for product engineering, platform modernisation, and digital transformation.

Q How does STPI's facilitation in Pune continue to add value to Cybage's operations and ability to attract and retain talent?

STPI's facilitation in Pune continues to add value by creating a stable, credible, and globally aligned operating environment for IT and software export organisations. For Cybage, whose work involves complex product engineering, cloud-native platforms, digital transformation, and long-term engagements with global clients, strong compliance and export documentation support remain important enablers of business continuity.

STPI's role in simplifying statutory processes, supporting export certification, and strengthening digital trade documentation contributes to smoother operations and governance. At the ecosystem level, STPI's continued focus on infrastructure, entrepreneurship, emerging technologies, and industry-government collaboration strengthens Pune's position as a high-quality technology talent hub. This, in turn, supports organisations like Cybage in attracting and retaining skilled professionals who want to work on globally relevant technology from India.

Q How do you see Cybage contributing to advancing India's software product engineering capabilities in partnership with STPI?

Cybage sees strong alignment with STPI's vision of advancing India as a global software product nation. As Cybage invests in AI-powered software engineering, cloud-native transformation, platform modernisation, data-driven engineering, and intelligent automation, we are well-positioned to contribute practical industry expertise to India's next phase of software product leadership.

In partnership with STPI, Cybage can support knowledge-sharing forums, mentorship initiatives, startup collaboration, engineering excellence programs,



and applied innovation in areas such as generative AI in the SDLC, quality engineering, cloud platforms, digital product development, and scalable architecture. STPI's emerging-technology CoEs and innovation-led ecosystem provide an excellent platform to connect mature engineering organisations, startups, academia, and policy enablers. Together, this can help accelerate India's movement from software delivery excellence to product engineering leadership.

Q What collaborative opportunities in software product innovation and talent development would you most like to explore with STPI?

As STPI looks ahead, Cybage would be keen to explore collaboration opportunities around software product innovation, applied AI, cloud-native engineering, digital platform modernisation, and talent development for next-generation technology roles. Specific areas of partnership could include industry-led engineering bootcamps, AI-enabled software development programs, startup mentorship, product architecture clinics, innovation challenges, and joint forums that bring together enterprises, startups, academia, and government stakeholders. Cybage would also welcome opportunities to contribute to STPI-led initiatives that strengthen Pune's position as a global product engineering hub. By combining STPI's ecosystem-building capabilities with Cybage's experience in building and modernising world-class software products for global clients, we can help develop future-ready talent and accelerate India's leadership in digital product innovation.

Written by: **Divya Tyagi** | Elets News Network (ENN)



IBS Software Reflects on Its STPI-Enabled Journey

As STPI completes 35 years of strengthening India's IT and software export ecosystem, companies that built global operations from non-metro cities stand out as strong examples of this vision. IBS Software is among the most notable success stories from this ecosystem. In this exclusive interaction, the company reflects on its long association with STPI and how the partnership supported its journey from Kerala to global markets.

Q IBS Software was founded in 1997 in Thiruvananthapuram at a time when STPI was expanding into newer geographies. How did the STPI framework help IBS compete globally from a Tier-II city?

STPI played an important role during IBS Software's early years by helping create the ecosystem needed for globally competitive technology businesses to grow outside the major metros.

At a time when reliable digital infrastructure was still limited in many Tier-II cities, STPI's high-speed communication facilities helped bridge the connectivity gap. For a company building mission-critical enterprise software for global clients, dependable connectivity was essential.

STPI also simplified export procedures and foreign exchange compliances, reducing administrative hurdles and allowing the company to focus on product development and customer delivery. Beyond infrastructure and compliance, operating within the STPI ecosystem added institutional credibility while engaging with international clients. This helped strengthen confidence in IBS Software's delivery capabilities during its formative years.

The presence of a structured technology ecosystem in Thiruvananthapuram also supported talent attraction and retention. Over time, STPI contributed to building a collaborative IT environment that encouraged knowledge exchange and long-term sector growth in Kerala.

Q IBS Software's headquarters in Thiruvananthapuram continues to remain central to its global operations. How has the partnership with STPI evolved over nearly three decades?

The relationship between IBS Software and STPI has evolved alongside

the company's own growth journey. In the early years, the focus was largely on enabling infrastructure and facilitating access to global markets. As IBS expanded internationally, STPI continued to support an environment conducive to export-led growth and operational scale. Over time, the association evolved beyond infrastructure support into broader ecosystem development. STPI's efforts in strengthening regional technology ecosystems contributed to sustaining innovation and talent within Kerala.

IBS Software's journey also closely aligns with STPI's long-standing vision of decentralised IT growth. The company's success demonstrates that globally competitive software product businesses can emerge from Tier-II cities when supported by the right ecosystem and institutional framework. The partnership has therefore been mutually reinforcing, supporting IBS Software's expansion while validating STPI's broader vision of distributed technology-led growth across India.

Q IBS Software serves some of the world's largest airlines and logistics companies through mission-critical SaaS platforms. How relevant is STPI's support ecosystem today?

STPI's role today extends well beyond the foundational support it provided during the company's early years. For export-oriented software companies operating across multiple global markets, STPI continues to contribute to a policy and facilitation environment that supports complex international operations. Its presence also continues to serve as a signal of institutional stability and governance support for international customers. For global enterprises working with India-based partners, such credibility plays an important role in building long-term confidence. IBS Software's operating model, building global technology products from Kerala while serving international enterprises, remains closely aligned with STPI's broader vision of distributed and globally integrated technology growth.

Ultimately, STPI contributes to both trust and operational capability, which are critical for companies delivering mission-critical software solutions worldwide.

Q IBS Software has been expanding into cruise technology, cargo management, AI, and next-generation cloud platforms. How do you see IBS as a model for India's software product ambitions from non-metro locations?

IBS Software's journey reflects the kind of globally competitive product company India can build from Tier-II cities. From a startup in Kerala to a global SaaS company serving aviation, logistics, cruise, and energy industries, the company's growth demonstrates that world-class software innovation is not limited to metropolitan centres.

Its success also underlines the importance of deep domain expertise and specialised enterprise solutions. IBS Software represents the evolution of Indian technology companies from traditional services models toward scalable SaaS and platform-led businesses. The company's experience further highlights how strong talent availability, cost advantages, and ecosystem support can combine effectively in non-metro regions to create globally competitive enterprises.



Going forward, IBS Software sees itself contributing not only through business growth, but also through mentoring, ecosystem participation, and supporting the next generation of product-led startups emerging from India's regional innovation centres.

Q How Has IBS Software's Growth Journey Evolved Over the Years, and What Lies Ahead for Its Global Expansion?

Founded in 1997 in Thiruvananthapuram, IBS Software set out with a vision to build globally relevant enterprise software products from India. At a time when the Indian IT industry was largely services-driven and concentrated in major metros, the company chose to focus on domain-specific SaaS solutions for sectors such as aviation, logistics, and energy.

With support from the STPI ecosystem, IBS steadily expanded its international presence while retaining its core innovation and development base in Kerala. Some of the defining moments in company's journey include:

- **1997-2005:** Establishment phase and development of core airline and cargo management platforms, along with early international client acquisitions.
- **Mid-2000s:** Expansion into airline passenger services, cargo, and oil & gas technology solutions.
- **2010s:** Transition toward platform-based and SaaS offerings with growing adoption among global Tier-I enterprises.
- **2015 onwards:** Entry into cruise technology and emergence as a major player in the segment.
- **Recent years:** Strong investments in cloud-native platforms, AI, automation, and data analytics, along with continued expansion across North America, Europe, the Middle East, and APAC.

Looking ahead, IBS Software plans to deepen product innovation through AI, machine learning, and next-generation cloud platforms while expanding into adjacent digital ecosystems and integrated travel and logistics platforms. The company also remains committed to its "build global from India" approach by continuing to leverage strong Tier-II talent ecosystems such as Kerala and contributing to India's broader product innovation landscape.

Edited by: **Abhineet Kumar & Dr. Asawari Savant** | Elets News Network (ENN)

**“STPI HELPED CREATE THE
CONFIDENCE TO BUILD AND SCALE
GOVTECH FROM ODISHA”**





Bhubaneswar, one of STPI's founding cities, has emerged as a strong example of how technology ecosystems can thrive beyond India's metro centres. As STPI celebrates 35 years of enabling technology-led development, CSM Technologies' journey reflects the impact of this vision on regional innovation and GovTech leadership. In an exclusive conversation, Priyadarshi Nanu Pany, Founder and CEO of CSM Technologies, shared insights on CSM's evolution, Bhubaneswar's rise as an IT destination, and STPI's enduring role in this journey. *Edited excerpts:*

Q CSM Technologies was founded in 1998 in Bhubaneswar, Odisha, which is one of STPI's three founding cities. Bhubaneswar was chosen as one of the original locations for the Software Technology Park back in 1990, reflecting the government's intent to use STPI as a tool for equitable IT-led development. How did the STPI ecosystem in Bhubaneswar support CSM's founding vision and its early efforts to build a government technology and IT solutions company from a non-metro city?

CSM Technologies was founded in Bhubaneswar at a time when India's IT ecosystem remained largely concentrated in metro cities. During its

formative years as a micro and small enterprise, the STPI ecosystem provided meaningful support through infrastructure access, industry visibility, and a conducive business environment. This reinforced our foundational belief that technology-driven public sector innovation could be built in Odisha and scaled far beyond regional boundaries.

Q CSM Technologies has grown into a trusted brand for government and public sector IT solutions, working with multiple state and central government clients on digital governance, smart city and citizen services platforms. How has CSM's association with STPI shaped its growth over more than two decades, and what role has STPI played in positioning Bhubaneswar as a credible IT hub that can attract and retain technology companies?

The broader ecosystem nurtured by STPI enabled Bhubaneswar to steadily emerge as a credible technology destination, capable of supporting the growth of IT companies and MSMEs alike. For CSM Technologies, this translated into stronger talent availability, greater business confidence, and a foundation for long-term scalability. Over the years, CSM evolved from a regional technology company into a GovTech organization delivering digital governance and enterprise solutions across India and international markets.

Q CSM Technologies today operates as a CMMI Level 5 company with a focus on e-governance and public sector technology. How does STPI's current support including infrastructure, compliance facilitation and its broader role in promoting Odisha as an IT destination, help CSM Technologies grow its business and compete for both domestic and international government technology contracts?



As a CMMI Level 5 company operating in governance and mission-critical technology domains, CSM Technologies benefits from a mature and increasingly robust technology ecosystem in Odisha. STPI's sustained efforts in strengthening industry visibility, fostering technology entrepreneurship, and supporting IT company growth contribute positively to the business environment in which companies like ours compete for significant domestic and international opportunities.

Q CSM Technologies works extensively on digital governance, smart city platforms and citizen-centric technology. As STPI deepens its presence in Tier II cities and drives its Next Generation Incubation Scheme (NGIS) scheme across locations like Bhubaneswar, what role do you see CSM Technologies playing alongside STPI in building a robust government technology ecosystem and inspiring the next generation of public sector technology companies from Odisha?

CSM Technologies has demonstrated that Tier-II cities such as Bhubaneswar can emerge as powerful centres for GovTech innovation and public sector digital transformation. Having evolved from an MSME-stage technology company into a global GovTech organization, CSM continues to contribute by developing scalable, citizen-centric digital platforms while actively encouraging innovation, entrepreneurship, and technology capability-building among the next generation of companies emerging from Odisha.

Q CSM Technologies is a proud product of the Bhubaneswar IT ecosystem that STPI helped create. As STPI marks 35 years of enabling technology-led growth across India, including in the city where it was first conceived, what message would CSM Technologies like to share with STPI in gratitude and in celebration of this milestone?

Over the years, the CSM Technologies has delivered large-scale digital platforms across governance, mining, agriculture, healthcare, education, logistics, and citizen services, impacting millions of lives while helping position Bhubaneswar as a credible technology destination on the global map.



CSM Technologies congratulates STPI on completing 35 years of enabling India's technology growth journey. The vision of supporting technology-led development beyond traditional metro cities has created meaningful opportunities for emerging IT companies, startups, and MSMEs across regions such as Odisha, while contributing substantially to employment generation, technology exports, and regional economic development. As a company that grew alongside Bhubaneswar's evolving IT ecosystem, CSM deeply values the environment of confidence, innovation, entrepreneurship, and global competitiveness that institutions like STPI have helped nurture over the decades.

Q CSM Technologies has evolved into a recognised player in the GovTech space with a growing national and international presence. Could you take us through the company's growth journey, the key milestones that shaped its evolution, and the roadmap ahead?

Founded in 1998 in Bhubaneswar, Odisha, CSM Technologies' journey has been one of "3 Computers to 3 Continents", evolving from a small technology enterprise into a global GovTech and digital transformation company with operations spanning India, Africa, the Middle East, and North America. Over the years, the company has delivered large-scale digital platforms across governance, mining, agriculture, healthcare, education, logistics, and citizen services, impacting millions of lives while helping position Bhubaneswar as a credible technology destination on the global map. Looking ahead, CSM Technologies is focused on strengthening its capabilities in AI-led governance, digital public infrastructure, smart operations, and scalable technology platforms to enable future-ready public service delivery.

Edited by: **Dr. Asawari Savant** | ENN

EGDK India's Growth

Journey in Global Technology Delivery

As India's technology landscape expands beyond traditional metro cities, the role of enabling institutions has become increasingly significant in supporting globally competitive organisations. In this exclusive conversation, **Anand Fernandes**, CEO and Director, EGDK India, discusses the company's growth journey and STPI's contribution to building technology capabilities from Bengaluru to Mangaluru.

Edited excerpts:

Q EGDK India is an STPI-registered company serving international markets. How did the STPI framework help create the conditions for EGDK India to establish and grow its software export business?

EGDK India (formerly FrontAvenue InfoSolutions Pvt. Ltd.) started in late 2004 in Bengaluru as one of the first Danish IT companies in the Silicon Valley of India, established with the support of the Danish Trade Commission. Our association with STPI was formed with the primary objective of leveraging the STPI framework to conduct and certify software exports to international markets.

As a company serving global clients, EGDK India required a robust, compliant, and internationally recognised mechanism for exporting IT services, and STPI's ecosystem provided precisely that.



Anand Fernandes

CEO and Director
EGDK India

One of the early and significant advantages was the benefit available under Section 10A of the Income Tax Act, which enabled reduced tax outflow for STPI-registered units. This fiscal incentive played an instrumental role in making EGDK India's operations financially viable during the early years. Additionally, the bonded warehouse arrangement for fixed assets streamlined the import and management of hardware and equipment required for operations.

STPI's single-window clearance model meant we could focus on building software capabilities and client relationships rather than navigating multiple regulatory bodies. That combination of fiscal support, infrastructure, and compliance simplicity created the conditions for long-term growth.

Today, EGDK India has grown to nearly 850 professionals, and this journey began with the foundation STPI helped us lay.

Q As EGDK India expanded globally, how did STPI's support in compliance, connectivity, and infrastructure help strengthen operations?

Over the years, EGDK India's association with STPI has evolved from a compliance and certification relationship into one of operational partnership.

A particularly significant moment came during and after the COVID-19 pandemic. When the need arose to establish a physical presence in Mangaluru, EGDK India was able to utilise the co-working spaces offered by STPI. This proved invaluable, allowing the company to set up operations quickly, professionally, and cost-effectively without the burden of long-term real estate commitments.

Alongside this, we leveraged STPI's leased-line internet services in Mangaluru, including dedicated symmetric connections with permanent static IP addresses. For a company serving international clients who require uninterrupted, high-quality connectivity, this was not a minor benefit; it was a business enabler. Our global counterparts responded positively to the connectivity standards this infrastructure maintained, reinforcing their confidence in our delivery capability from India.

Together, the co-working facility and connectivity infrastructure made Mangaluru operationally viable at a critical time and demonstrated how STPI's support extends well beyond regulatory paperwork.

Q What STPI services remain most critical to EGDK India's current operations, and how has support evolved with the company's growth?

EGDK India's primary engagement with STPI today is SOFTEx certification, the export certification that forms the legal and regulatory basis for our international IT services transactions. It remains the single most critical service STPI provides to us.

The process has been consistently smooth. Certificates arrive on time, and the officers are approachable, knowledgeable, and responsive, qualities that reduce the administrative burden on our team and ensure there are no delays to operations. In a business environment where client commitments and regulatory timelines must align, that reliability matters more than it may appear on paper.

What has been equally reassuring is that as EGDK India has scaled from a small team to nearly 850 professionals serving clients across Europe, the quality and consistency of STPI's service delivery have kept pace. The process has not become more complicated as we have grown; if anything, the relationship has become more fluent.

Q As STPI expands innovation infrastructure and incubation programmes, what areas of support would benefit companies like EGDK India the most?

As STPI invests in the next generation of innovation infrastructure, Centres of Entrepreneurship, incubation programmes, and emerging technology clusters, EGDK India would encourage continued focus on services that directly benefit mid-sized IT exporters serving global markets.

The areas where enhanced support would make the greatest difference include digital compliance simplification, streamlined SOFTEx and export documentation workflows, and expanded co-working and shared infrastructure options in Tier-2 cities.

The post-COVID experience demonstrated that STPI's physical infrastructure can serve as a meaningful bridge for companies establishing operations in new locations, and extending this model to more geographies would benefit the broader IT export ecosystem.

EGDK India envisions its own role as a significant contributor to India's technology export story: a company that brings high-value international work into India, builds skilled technology teams, and demonstrates that Indian IT organisations can compete at the highest levels of global delivery. We see STPI as a continued partner in that journey. Our experience in Mangaluru is evidence that world-class technology organisations can be built outside traditional metro ecosystems when the right infrastructure, talent pipeline, and institutional support are in place.

As India moves toward AI-led engineering and global capability centre expansion, STPI has a meaningful role to play in enabling these ecosystems in Tier-2 cities, and EGDK India looks forward to being part of that story.

Q How Has EGDK India's Growth Journey Evolved Over the Years, and What Lies Ahead?

EGDK India's journey reflects the evolution of India's software export industry itself, from a small engineering-focused organisation to a strategic Global Capability Centre delivering technology solutions for international markets.

Our roots trace back to FrontAvenue Infosolutions, established in late 2004 in Bengaluru. From the outset, the focus was on proving that world-class software products could be built in India for demanding European markets. Early engagements with clients such as Maersk and Falck Healthcare helped the team establish its footing.

The development of SafetyNet, a health and safety platform that went on to become a market leader in Denmark, established the technical credibility and



long-term customer trust that would define the company's character. This success ultimately led to the organisation becoming part of the Denmark-based EG Group in 2021.

In 2019, we made a strategic decision to move operations from Bengaluru to Mangaluru, a deliberate choice driven by the city's strong university ecosystem, lower attrition, and work culture suited to long-term capability building. At that time, the team comprised around 20 professionals.

STPI Mangaluru provided incubation space on its campus, and under the encouragement of Ravindra Aroor and the STPI team, the organisation steadily scaled to nearly 80 professionals before moving into its own facilities to accommodate continued growth.

Today, we have grown to nearly 850 professionals and serve as a core Global Capability Centre for the EG Group, contributing across product engineering, enterprise platforms, UX, AI initiatives, and digital transformation. The Mangaluru centre supports over 14 business units across EG's portfolio, serving clients across Europe and demonstrating that a world-class technology organisation can be built and sustained outside traditional metro cities.

Looking ahead, EGDK India remains focused on deepening capabilities in AI-driven engineering and platform innovation while continuing to invest in people, engineering Entrepreneurship, and long-term partnerships with global clients.

Edited by: **Abhineet Kumar & Dr. Asawari Savant** | ENN



Net Solutions and the Rise of Punjab's Digital Economy

When Net Solutions was founded in Chandigarh in 2000, India's technology industry was still heavily concentrated in a handful of metropolitan centres. Building a global technology services company from Punjab required not only entrepreneurial ambition but also the infrastructure and institutional support needed to connect a Tier-II city with international markets.

For Net Solutions, the Software Technology Parks of India (STPI) provided much of that foundation.

In its early years, STPI played an important role in making global operations viable from Chandigarh. Its export certification framework enabled the company to operate as a recognised software exporter and receive payments from clients across the United States, the United Kingdom and Canada with greater ease. At a time when reliable internet connectivity remained a challenge outside major cities, STPI's communication infrastructure supported real-time collaboration with overseas clients. Single-window clearances for importing hardware and software further reduced administrative hurdles, allowing the company to focus on building its business.

Over the past two decades, Net Solutions has grown into a digital product engineering company with more than 700 professionals serving clients across North America and Europe. The company's expertise spans user experience design, web and mobile development, digital transformation and product strategy.

As the company expanded, STPI's presence in Chandigarh and Mohali continued to support its growth. Reliable infrastructure and connectivity helped sustain increasingly complex delivery operations, while STPI's efforts to position Punjab as a credible technology destination strengthened the region's visibility among both talent and international clients. For companies operating outside India's traditional IT hubs, such institutional backing helped demonstrate that world-class technology services could be delivered from emerging technology centres.

Today, Net Solutions operates from STPI Mohali and continues to benefit from the



SAMEER JAIN
Chief Executive Officer
Net Solutions

organisation's support in areas such as export certification, compliance management and regulatory facilitation. For a company exporting digital products and design-led services, a clear and credible framework for service exports remains particularly important. STPI's single-window support simplifies foreign remittance documentation and compliance requirements, reducing administrative overheads and allowing management teams to focus on clients, innovation and business growth.

Beyond operational support, Net Solutions values the broader technology community created by STPI. Industry interactions, knowledge-sharing sessions and peer engagement opportunities help companies remain informed about emerging technologies, market developments and regulatory changes. Such engagement contributes to a culture of continuous learning and improvement across the technology ecosystem.

Looking ahead, Net Solutions sees an opportunity to play a more active role in strengthening Mohali's technology landscape. The company believes experienced product engineering firms can contribute to startup development through mentoring, knowledge sharing and collaboration with incubation programmes. As India's technology industry increasingly shifts towards product development, digital experiences and growth engineering, there is considerable scope for cities such as Mohali to emerge as centres of innovation. The company also believes there is an opportunity to further recognise design, product strategy and user experience services as high-value technology exports. Greater access to global design communities, industry platforms and talent development initiatives could help strengthen India's position in these areas.

Net Solutions' journey demonstrates that globally competitive technology companies can be built from any part of India when the right support systems are in place. Over the past 25 years, the company has delivered digital products and services to clients across North America and Europe from its base in Punjab. As STPI completes 35 years of supporting India's technology sector, Net Solutions regards the STPI not only as an infrastructure and facilitation provider but also as a long-standing partner in the growth of India's digital economy.

For both Net Solutions and STPI, the story reflects a shared belief that innovation and opportunity are not limited by geography. The continued growth of technology centres beyond India's largest cities stands as evidence of that vision in action.

Author: **Sameer Jain**, Chief Executive Officer, Net Solutions

Pinnacle Infotech

Driving Digital Transformation in Construction

Pinnacle Infotech Solutions has emerged as a leading provider of Building Information Modelling (BIM), engineering design, and construction technology services for global AEC clients. In this interaction, **Bimal Patwari**, Chief Executive Officer, Pinnacle Infotech, reflects on the company's growth journey, its long-standing association with STPI, and the opportunities shaping the future of India's digital construction ecosystem. *Edited excerpts:*



Bimal Patwari

Chief Executive Officer
Pinnacle Infotech Solutions

Q Pinnacle Infotech Solutions is an STPI-registered technology company specialising in Building Information Modelling (BIM) and construction technology services for global AEC clients. How did Pinnacle Infotech's association with STPI begin, and how has STPI supported your ability to serve international clients from India?

Pinnacle Infotech has been associated with STPI since 2000, during a period when India's technology export sector was expanding rapidly and global demand for specialised digital services was growing. From the beginning, STPI supported the company through compliance guidance, documentation assistance, and operational facilitation for international business.

During its formative years, Pinnacle benefited from STPI's mentoring and structured review processes, which helped strengthen operational discipline and business credibility. The framework provided by STPI enabled the company to build confidence in managing technology-led export operations while serving clients across global markets. This support has been particularly valuable in the growth of our BIM, engineering design, and construction technology services.

Q BIM and construction technology services are transforming the global construction industry. What milestones in Pinnacle Infotech's journey have been supported by STPI, and what does your growth say about STPI's ability to support specialised technology sectors?

Pinnacle's association with STPI has coincided with several important milestones, including the expansion of its international client base, the



establishment of specialised centres of Entrepreneurship, and the strengthening of capabilities in BIM, engineering design, and digital construction services. Today, the company has grown into a global organisation with revenues approaching USD 100 million.

Our journey demonstrates that STPI's support extends beyond traditional IT and software services. Its ecosystem has also enabled specialised sectors such as BIM, engineering design, and construction technology to scale from India and serve complex global requirements with consistency and quality.

Q Pinnacle Infotech delivers specialised BIM and engineering design services that require high standards of data security, intellectual property protection, and technical compliance. How does STPI support your current operations?

STPI continues to support Pinnacle through a structured framework for compliance, reporting, and export facilitation. This support is particularly valuable for BIM and engineering design services, where data security, intellectual property protection, technical precision, and adherence to global client standards are essential.

The organisation's guidance on regulatory requirements and operational processes helps ensure smooth business operations while maintaining compliance obligations. STPI has also facilitated industry engagement and provided market-related insights, creating opportunities for knowledge exchange and business development. Together, these initiatives enable Pinnacle to focus on innovation, talent development, service excellence, and the continued advancement of construction technology solutions for global clients.

Q As global construction adopts BIM mandates, digital twins, smart buildings, and advanced automation, what opportunities do you see for collaboration with STPI's Industry 4.0 Centre of Entrepreneurship?

India is well positioned to strengthen its role as a global hub for construction technology services. STPI's Industry 4.0 Centre of Entrepreneurship can contribute significantly to this effort by supporting innovation, industry engagement, and market development. Pinnacle sees opportunities to collaborate through international exhibitions, buyer-seller interactions, market intelligence initiatives, and global business development programmes. Support in connecting with industry networks and institutions in key overseas markets would also help Indian companies expand their reach and build stronger client relationships. Joint initiatives can further promote awareness of BIM, digital construction, and emerging technologies across the AEC sector.

Q As STPI looks to the future, how would you like the partnership with Pinnacle Infotech to evolve?

We see the relationship evolving from a compliance and export facilitation framework into a broader partnership focused on advancing India's digital construction ecosystem. Building on the strong foundation already established, there is scope for greater collaboration in areas such as BIM adoption, digital twins, smart buildings, automation, and technology-led engineering services. Industry workshops, knowledge-sharing initiatives, international outreach programmes, and business networking opportunities can further strengthen the sector. Continued engagement with global industry networks and market-access initiatives would also help showcase India's capabilities in BIM and construction technology on a larger stage.

Edited By: **Nandini Jha** | Elets News Network (ENN)

OPEN ACCESS TECHNOLOGY INTERNATIONAL

Powering the Future of Smart Grid Innovation from India

Open Access Technology International (OATI), a global provider of grid management, power market analytics, and renewable energy integration software, has built a strong engineering and innovation presence in India. In this interaction, **Amritpal Singh**, Director, Open Access Technology International, shares insights into the company's growth in India, its association with STPI, and the opportunities emerging in smart grids, GreenTech, and digital energy infrastructure. *Edited excerpts:*

Q Open Access Technology International is a Minneapolis-headquartered energy technology company specialising in grid management, power market analytics and renewable energy integration software. How did Open Access Technology International come to associate with STPI, and what made India the right location for a global engineering centre in such a specialised domain?

Open Access Technology International (OATI) established its India operations under the STPI framework to benefit from India's strong software development ecosystem and the support available for export-oriented technology businesses. STPI provided a conducive environment through streamlined processes and



AMRITPAL SINGH

Director

Open Access Technology International

operational facilitation, enabling technology companies to build and deliver products for global markets.

India emerged as an ideal location for OATI's engineering centre because of its deep pool of skilled professionals with expertise in software development, data analytics, cloud technologies and energy systems. As the global energy sector evolved towards smart grids, renewable energy integration and real-time power market analytics, OATI required scalable engineering capabilities to support ongoing product development and innovation. Over time, the India centre grew into a key engineering and innovation hub supporting the company's global operations.

Q Open Access Technology serves utilities, grid operators and energy traders worldwide with mission-critical power systems software. How has STPI's framework supported the development and delivery of these specialised solutions from India?

STPI's framework has played an important role in helping OATI establish a stable and scalable technology operation in India for the development of specialised energy software solutions. The organisation benefited from a business-friendly environment, streamlined regulatory processes and operational flexibility for software exports. This enabled OATI to focus on product engineering, innovation and the delivery of reliable solutions for utilities, grid operators and energy market participants around the world.



India's strong engineering talent base, combined with STPI's enabling framework, has helped OATI build specialised teams working on advanced grid technologies, real-time energy market platforms, cloud-based utility systems, cybersecurity, analytics and renewable energy management solutions. Today, the India centre serves as an important global capability hub contributing to software development, product enhancement, technical support and innovation across OATI's portfolio.

Q Energy grid management software demands the highest standards of reliability, security and data integrity. How does STPI's current compliance and facilitation framework support OATI's operations in India?

STPI's compliance and facilitation framework provides a structured operating environment that supports OATI's specialised technology operations in India. Given the critical nature of energy grid management systems, where reliability, cybersecurity, uptime and data integrity are essential, OATI requires a stable and compliant business environment. STPI supports export-oriented software development through streamlined compliance processes, regulatory coordination and efficient administration of software export requirements. This allows the company to focus on delivering secure and dependable technology solutions to utilities, grid operators and energy market participants worldwide.

The framework also supports business continuity and efficient global delivery while helping the company meet its export reporting and statutory compliance obligations.

Q India is targeting 500 GW of renewable energy capacity by 2030, creating significant demand for smart grid and energy analytics technologies. As STPI develops its Centre of Entrepreneurship, what opportunities do you see for collaboration?

India's renewable energy ambitions and the ongoing transformation of the power sector are creating substantial opportunities for advanced grid technologies,

renewable integration platforms and real-time energy analytics. OATI sees strong potential for collaboration with STPI in areas such as smart grid modernisation, renewable energy forecasting, grid stability analytics, energy market digitisation, utility cybersecurity and AI-enabled power system optimisation. Such collaboration could accelerate the development of scalable and globally relevant energy technology solutions from India.

The partnership could also support knowledge sharing, innovation, specialised talent development and applied research involving industry, start-ups, academic institutions and utilities. From OATI's perspective, India is well positioned to evolve beyond being a technology delivery destination into a centre for innovation in next-generation energy software platforms.

Q Open Access Technology International develops sophisticated energy management software that contributes to grid stability worldwide. As STPI looks ahead, what areas of collaboration would you most like to explore?

As the global energy sector continues to evolve through renewable energy integration, energy storage, grid modernisation and digitalisation, we see significant opportunities for collaboration with STPI in smart grids, GreenTech and advanced energy software platforms.

Potential areas include real-time grid monitoring, renewable energy forecasting, energy market optimisation, distributed energy resource management, AI-enabled analytics and grid cybersecurity.

We believe collaboration between STPI and companies such as OATI can help strengthen India's position as a leading centre for smart grid and GreenTech solutions while supporting the development of reliable, sustainable and digitally enabled energy systems worldwide.

Edited by: **Abhineet Kumar & Sahaj Anand** | Elets News Network (ENN)

Invenger Technologies Building Secure IT Solutions from Karnataka

Invenger Technologies has steadily built its presence in cybersecurity, networking, cloud, and managed IT services from Karnataka. In this interaction, **Narasimha M. Mallya**, General Manager, Invenger Technologies Pvt. Ltd., reflects on the company's growth journey and the role of STPI in supporting its expansion. Edited excerpts:

Q Karnataka has emerged as a major technology hub, with STPI supporting IT growth across Bengaluru and Mangaluru. How did the STPI ecosystem help Invenger Technologies establish itself in Karnataka during its early years?

STPI played an important role in Invenger Technologies' early growth by providing a supportive IT ecosystem, infrastructure access, policy guidance and industry credibility. Its presence in Bengaluru and Mangaluru helped companies like ours build operations from Karnataka while benefiting from networking opportunities, export facilitation and a conducive environment for scaling IT services and solutions. STPI's ecosystem helped strengthen operational credibility and created a strong foundation for growth in Karnataka's emerging IT landscape.

Q Invenger Technologies has built capabilities in cybersecurity, networking and IT infrastructure services. How has STPI's support helped the company expand its operations and serve clients across India and overseas markets?

Our association with STPI has been highly valuable in strengthening Invenger Technologies' growth journey. The support in terms of infrastructure, regulatory facilitation and access to industry networks helped us establish operational credibility during the early stages.

STPI's ecosystem enabled us to confidently expand our capabilities in cybersecurity, networking and IT infrastructure services, while also creating opportunities to connect with clients and partners across India and overseas markets. This support played a key role in scaling our operations and building trust with enterprise customers.

Q As a company operating in cybersecurity, cloud and managed IT services, how does STPI's continued support help Invenger Technologies compete with larger industry players?

STPI's continued support has helped companies like Invenger Technologies remain competitive in a rapidly evolving IT industry. The availability of infrastructure support, compliance facilitation and the



Narasimha M. Mallya

General Manager
Invenger Technologies Pvt. Ltd.



Invenger Technologies receives recognition at the STPI IT Export Awards 2021-22

strong credibility associated with the STPI ecosystem enable us to focus more on innovation and service delivery.

STPI's efforts in promoting India as a global IT destination also create greater visibility and confidence among clients. This has helped us compete effectively with larger players while consistently delivering reliable cybersecurity, cloud and managed IT services.

The credibility associated with the STPI ecosystem has helped build greater confidence among enterprise clients and partners.

Q As STPI expands its focus on emerging technologies and Tier II and Tier III ecosystems, what additional support would help Invenger Technologies scale faster and build specialised talent?

As STPI expands its focus on emerging technologies and Tier II and Tier III ecosystems, support in areas such as specialised skill development, incubation for niche technology services and stronger industry-academia collaboration would greatly help companies like Invenger Technologies scale faster.

Access to global market connect programmes, advanced infrastructure and talent development initiatives in cybersecurity, cloud and managed services would also help position smaller cities as strong hubs for high-value technology services catering to international clients.

To help companies like Invenger Technologies scale further, STPI's support in

STPI's ecosystem enabled us to confidently expand our capabilities in cybersecurity, networking and IT infrastructure services, while also creating opportunities to connect with clients and partners across India and overseas markets.

advanced cybersecurity training, CoE-led innovation programmes, global market access initiatives and stronger collaboration with engineering institutions would be highly valuable.

With continued infrastructure and policy support, Tier II and Tier III cities can emerge as cost-effective and high-quality global delivery hubs for niche technology services.

Edited by: **Abhineet Kumar** | Elets News Network (ENN)



ABFRPL'S TECHNOLOGY-LED MOBILITY VISION

When one thinks of STPI-registered technology companies, ropeway infrastructure is unlikely to be the first thing that comes to mind. Yet Alpha Bravo Funicular Ropeway Private Limited (ABFRPL) represents precisely the kind of unexpected, boundary-pushing presence that speaks to the true breadth of India's technology export ecosystem. Combining ropeway and funicular infrastructure with software-enabled monitoring, automation, and digital operational technologies, ABFRPL occupies a genuinely distinctive space within STPI's community. Its story raises an important question: what counts as a technology company in today's world, and how far does India's innovation ambition actually reach?

The answer, it turns out, extends all the way up the mountain

ABFRPL became associated with STPI with the vision of developing

"The future of innovation lies at the convergence of engineering infrastructure and digital technologies. India's innovation ecosystem now extends beyond conventional IT sectors into advanced mobility, infrastructure technology, and globally relevant engineering systems."

technology-integrated mobility infrastructure systems in India. Modern ropeway and funicular systems are no longer purely mechanical propositions. They increasingly depend on automation, control systems, remote monitoring, IoT-enabled diagnostics, and digital operational technologies. It is this convergence of engineering infrastructure and software intelligence that places ABFRPL squarely within STPI's mandate of promoting technology-led innovation and digital ecosystem development.

STPI's innovation-oriented ecosystem has proven valuable in encouraging technology-driven thinking within infrastructure sectors traditionally considered non-digital. For ABFRPL, the broader ecosystem supports its focus on intelligent control systems, remote diagnostics, operational monitoring, predictive maintenance frameworks, and future-ready digital mobility technologies integrated into funicular and ropeway systems. This institutional support strengthens confidence in developing indigenous, technology-enabled mobility solutions aligned with India's long-term digital infrastructure and smart mobility vision.

The timing of ABFRPL's ambitions could not be more significant. India's



AMITABH BRAHMAKSHATRIYA

Director

Alpha Bravo Funicular Ropeway

Parvatmala National Ropeways Development Programme envisages 250 ropeway projects, each requiring sophisticated digital control systems and IoT integration. As STPI deepens its Industry 4.0 and IoT Centres of Entrepreneurship, opportunities for companies like ABFRPL to develop next-generation control systems, intelligent operational platforms, and predictive maintenance technologies become increasingly tangible. The longer-term prize is even more compelling: indigenous solutions designed for India's terrain-based transportation needs that carry genuine export potential for global mobility markets.

Looking ahead, ABFRPL sees its partnership with STPI evolving towards intelligent mobility systems, automation-enabled infrastructure, and technology-driven public transportation solutions. The company aspires to be part of a broader demonstration that India's innovation story is no longer confined to software services and IT exports in the conventional sense. It now spans every sector, every domain, and, as ABFRPL would have it, every geography—including those that can only be reached by cable.

Author: **Amitabh Brahmakshatriya**
Director, Alpha Bravo Funicular Ropeway

Pursuit Software DEVELOPMENT

Building Global Software Capabilities with STPI's Support

Q Pursuit Software Development is an STPI-registered software company building technology solutions for global clients. How did Pursuit Software come to be associated with STPI? What technology focus defines your competitive identity, and how has STPI's framework supported your early journey as a software development company seeking to compete in international markets?

Pursuit Software Development became associated with the Software Technology Parks of India (STPI) as part of its vision to build and deliver high-quality software solutions for global clients while operating within a structured and growth-oriented technology ecosystem. As an STPI-registered company, Pursuit Software benefits from an environment that promotes software exports, innovation, and international business expansion for Indian technology companies.

The company's competitive identity is driven by its focus on software development, digital transformation, and scalable technology solutions tailored to client requirements across international markets. By emphasising quality delivery, technical expertise, agile development practices, and client-centric innovation, Pursuit Software aims to position itself as a reliable technology partner for businesses worldwide. The STPI framework has played an important role in supporting the company's early growth journey by providing a credible platform for export-oriented software businesses, encouraging technology-driven entrepreneurship, and enabling smoother access to global opportunities.

Q As a growing software development company serving international clients, how has STPI supported Pursuit Software's growth journey, and which aspects of its infrastructure, compliance framework, and facilitation services have been most valuable in helping the company build credibility, manage regulatory requirements, and scale its operations?

The support and facilitation provided by STPI have played an important role in strengthening Pursuit Software's operational foundation during its growth journey. Key milestones, including onboarding international clients and establishing credibility as a software development company, have been positively supported through the STPI ecosystem.

STPI's assistance in areas such as compliance facilitation, streamlined administrative processes, and regulatory support has helped create a stable and business-friendly operating environment. These services have enabled the company to focus on technology development and client delivery while ensuring

Pursuit Software Development, an STPI-registered company, has leveraged India's growing technology ecosystem to serve global clients with innovative software solutions. In an interaction, **Aheli Bhattacharya**, HR, Pursuit Software Development, shares insights into the company's journey, its association with STPI, and the support that has contributed to its growth. *Edited excerpts:*

smooth adherence to regulatory requirements. Overall, STPI's framework has contributed to Pursuit Software's growth by providing operational ease, structured guidance, and an enabling ecosystem that supports software companies in scaling their businesses and strengthening their presence in both domestic and international markets.

Q What would Pursuit Software most like to see STPI prioritise to support the growth of software development companies at your stage? How can STPI better help growing companies navigate from early-stage operations to globally competitive enterprises capable of winning and delivering complex international projects?

Pursuit Software would like to see the Software Technology Parks of India (STPI) continue strengthening initiatives that support the long-term growth and global competitiveness of emerging software development companies. Greater focus on industry collaboration, market access opportunities, technology enablement, and simplified operational support can further help growing companies scale effectively.

STPI can also play an important role in helping companies transition from early-stage operations to globally competitive enterprises by creating stronger platforms for innovation, international exposure, skill development, and business networking. Continued support in building credibility, operational readiness, and access to global opportunities would further empower software companies to take on larger and more complex international projects with confidence.

Q As Pursuit Software continues to expand its software development capabilities and global footprint, how do you see your partnership with STPI evolving, and what form of collaboration would be most valuable in supporting the next phase of your growth?

Pursuit Software views its association with STPI as an important part of its long-term growth journey. As the company expands its software development capabilities and strengthens its presence in global markets, there is significant scope for the partnership to evolve through initiatives that support innovation, skill development, industry engagement, and business growth. A deeper collaboration would involve continued access to a supportive ecosystem that enables technology companies to scale efficiently, explore new market opportunities, and strengthen their global competitiveness. Such an environment can help emerging software companies build stronger capabilities, drive innovation, and contribute to India's growing reputation as a technology and software development hub.

Edited by: **Abhineet Kumar & Sahaj Anand** | Elets News Network (ENN)

Arkision AI: Turning Data into Actionable Business Intelligence

Artificial intelligence is transforming how organisations operate, make decisions, and create value from data. Supported by STPI's Next Generation Incubation Scheme (NGIS), Arkision AI is among a new generation of Indian startups developing AI and analytics solutions that help enterprises automate processes and improve decision-making. In this interaction, **Shahbaz Ahmad Siddiqui**, CEO of Arkision AI, discusses the company's journey, its association with STPI, and its vision for driving AI-led business transformation. *Edited excerpts:*

Q Arkision AI is part of the new wave of AI-driven enterprises emerging from India's innovation ecosystem. Could you take us through your journey with STPI and how the association has contributed to the company's evolution?

Our journey with the Software Technology Parks of India (STPI) has been an important part of Arkision AI's growth story. From the outset, our vision has been to build practical AI and analytics solutions that help businesses make smarter decisions, automate operations, and improve efficiency. Being associated with STPI provided us access to a vibrant innovation ecosystem, mentorship, industry networks, and a community of fellow entrepreneurs. These opportunities helped us better understand market needs, refine our offerings, and accelerate our journey from concept to execution.

STPI also provided valuable visibility and credibility, which are particularly important for an emerging AI company. Being part of this ecosystem enabled us to build strategic partnerships, engage with potential clients more confidently, and scale both our technology and operations in a structured manner. For Arkision AI, STPI has been more than a support platform—it has been a catalyst for innovation and growth. Our journey reflects the growing strength of India's AI ecosystem, and we are proud to be building AI and analytics solutions from India with global ambitions.

Q With AI expected to shape the future of global business and governance, what is Arkision AI's long-term vision, and how can STPI continue to empower AI-focused startups in India?

Arkision AI's long-term vision is to develop practical AI and analytics solutions that help organisations automate workflows, derive actionable insights from data, and scale efficiently. We believe AI will become a foundational layer of every enterprise, and our goal is to make this transformation accessible through solutions that deliver measurable business value.

STPI can continue to play a pivotal role in empowering AI-focused startups by strengthening industry partnerships, expanding mentorship opportunities,



**SHAHBAZ AHMAD
SIDDIQUI**
CEO, Arkision AI

facilitating access to enterprise networks, and enabling real-world pilot deployments. For AI startups, access to customers and implementation opportunities is often as important as access to capital. Continued support in these areas will help Indian AI companies build globally competitive products, accelerate innovation, and contribute to India's emergence as a leading AI hub.

Q Please share the key achievements and milestones of your startup, including details related to funding raised, revenue growth, patents/IP filings, awards or recognitions, market impact, partnerships, and any other notable accomplishments.

Arkision AI has achieved significant milestones in developing practical AI and analytics solutions that help businesses automate operations, enhance customer engagement, and improve decision-making. Our solutions are delivering measurable impact across workflow automation, operational efficiency, and business intelligence.

A major milestone in our journey was receiving seed funding support under the Next Generation Incubation Scheme (NGIS) of the Software Technology Parks of India. This support played a crucial role in accelerating product development, strengthening our technology capabilities, and expanding our market presence.

In addition, our association with STPI has enhanced our industry network, market visibility, and organisational credibility. These advantages have helped Arkision AI build stronger business relationships and continue scaling AI-driven solutions that deliver tangible value to enterprises.

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NapID Cybersec

BUILDING THE FUTURE OF FRAUD PREVENTION AND DIGITAL TRUST

NapID Cybersec Private Limited, a startup supported by STPI Fintech Centre of Entrepreneurship (FinBlue), develops fraud prevention and cybersecurity solutions for the banking and financial services sector. In this interaction, **Kuloth Vijay**, Founder & CEO, NapID Cybersec Private Limited, shares the company's journey with STPI, key achievements, and vision for strengthening digital trust through indigenous innovation. *Edited excerpts:*

Q NapID Cybersec operates in the rapidly evolving cybersecurity domain. Could you take us through your journey with STPI and how the association has contributed to the company's evolution?

NapID Cybersec Private Limited is a cybersecurity startup focused on developing innovative fraud prevention and digital trust solutions for the banking and financial services sector. Our association with STPI has been instrumental in accelerating our growth journey. As an STPI-incubated startup, we have benefited from a strong innovation ecosystem, industry visibility, mentoring support, infrastructure facilities, and opportunities to engage with government, banking, and technology stakeholders.

The support provided by STPI has enabled us to focus on product innovation and commercialization while leveraging a credible platform to showcase our indigenous cybersecurity technologies. Through this ecosystem, we have strengthened collaborations with various organizations and government departments. STPI has played a significant role in our mission of building globally competitive cybersecurity solutions from India.

Q In the current phase of expansion, what specific support from STPI has been most beneficial for NapID Cybersec in driving operational and technological growth?



KULOTH VIJAY

Founder & CEO
NapID Cybersec Private Limited



As NapID Cybersec continues to expand its operations and market presence, STPI's incubation ecosystem, industry networking opportunities, and access to government-led innovation programmes have been particularly valuable. STPI has also enabled our participation in technology forums, investor interactions, startup showcases, and collaborations with key stakeholders across the cybersecurity and fintech ecosystem.

These opportunities have helped us accelerate business development, strengthen our technology roadmap, and expand our reach across both domestic and international markets. The support and visibility provided by STPI have played an important role in helping us scale our operations and position our solutions within the broader digital security landscape.

Q Please share the key achievements and milestones of your startup, including details related to funding raised, revenue growth, patents/IP filings, awards or recognitions, market impact, partnerships, and any other notable accomplishments.

NapID Cybersec has achieved several significant milestones in its mission to strengthen cybersecurity and fraud prevention for financial institutions. Our flagship innovation, the NapID Anti-Fraud Gateway, is designed to prevent fraudulent transactions before they occur, enabling organisations to move from reactive fraud detection to proactive fraud prevention.

Key achievements and recognitions include:

- Winner of the Reserve Bank of India Global Hackathon, which attracted participants from more than 100 countries.
- The only startup selected to present its innovation to the Hon'ble President of Chile during his visit to India to meet the Hon'ble Prime Minister, Shri Narendra Modi.
- Recognised among the Top 20 startups in the Korea Startup Grand Challenge (KSGC), one of Asia's most prestigious startup acceleration programmes.

- Holder of multiple patents and intellectual property assets in cybersecurity and fraud prevention technologies.
- Recognised for developing indigenous cybersecurity solutions aligned with India's vision of digital trust, cyber resilience, and financial security.

These milestones reflect our commitment to building innovative technologies that enhance the security of digital banking and online transactions while strengthening trust in the digital economy.

Q With the rising importance of cyber resilience, AI-driven security, and digital trust, what is NapID Cybersec's vision for the future, and how can STPI continue to support emerging companies in building globally competitive technology solutions?

Our vision is to make digital banking and online transactions fundamentally secure by preventing fraud at its source rather than detecting it after losses have occurred. We aim to leverage advanced cybersecurity technologies, artificial intelligence, behavioural analytics, and interoperable security frameworks to build solutions that enhance digital trust for billions of users worldwide.

As cyber threats continue to evolve, India has a unique opportunity to emerge as a global leader in cybersecurity innovation. STPI can further strengthen this ecosystem by expanding access to advanced cybersecurity laboratories, facilitating pilot opportunities with industry and government stakeholders, supporting global market access programmes, enabling funding opportunities, and promoting international collaborations. Such initiatives will help emerging technology companies transform innovative ideas into globally scalable solutions while reinforcing India's position as a trusted technology powerhouse and a leader in digital security innovation.

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ThinkRaw Innovations

TRANSFORMING AQUACULTURE THROUGH SUSTAINABLE TECHNOLOGY

ThinkRaw Innovative Solutions, a women-led startup from Odisha supported by STPI's ESDM Centre of Entrepreneurship, Bhubaneswar, has developed DhivaraMitra, a patented solar-powered solution for sustainable fish and prawn farming. In this interaction, **Minushri Madhumita**, Co-Founder and Director, ThinkRaw Innovative Solutions, discusses the startup's journey, achievements, and vision for creating impact through innovation. *Edited excerpts:*

Q ThinkRaw Innovative Solutions entered the ecosystem in 2021 with a focus on sustainability-driven innovation from Odisha. Could you take us through your journey with STPI and how the association has contributed to the company's evolution?

ThinkRaw Innovative Solutions entered the innovation ecosystem in 2021 with a strong focus on developing sustainability-driven technologies from Odisha. Our mission has always been to create impactful solutions that address real-world challenges in agriculture, aquaculture, and rural livelihoods through clean energy, smart automation, and IoT-driven innovation.

Our entrepreneurial journey gained momentum through incubation at Electropreneur Park, Software Technology Parks of India (STPI), Bhubaneswar. Being part of the STPI ecosystem provided us with access to critical infrastructure, mentorship, and strategic guidance during the early stages of our startup journey. A major turning point came when we received support under the NGIS CHUNAUTI programme, which helped us transform innovative ideas into deployable solutions through funding and continuous mentoring. STPI also played a key role in supporting our intellectual property journey by guiding us through the patent filing process. Beyond incubation and funding, STPI helped us build credibility within the startup ecosystem and connected us with industry experts, government stakeholders, and validation partners. Their support for field validation enabled us to test and refine our technologies under real-world conditions.



MINUSHRI MADHUMITA
Co-Founder and Director
ThinkRaw Innovative Solutions

This association significantly accelerated the development of our flagship innovations, DhivaraMitra and Krishi Dhanu, focused on sustainable aquaculture and smart agriculture, respectively. Through STPI's support, we strengthened our product development capabilities, enhanced technology integration, and prepared ourselves to scale impact-driven innovations.

Today, ThinkRaw has evolved into a recognised women-led startup from Odisha, developing climate-resilient and sustainability-focused technologies. STPI's support has been foundational to this journey, and we firmly believe that our growth story began with the confidence and opportunities provided by the organisation.

Q In the current phase of expansion, what specific support from STPI has been most beneficial for ThinkRaw Innovative Solutions in driving operational and technological growth?

STPI's support has been instrumental in strengthening both our operational and technological growth. One of the most valuable aspects has been the incubation ecosystem, which provided the foundation for transforming innovative concepts into scalable solutions. STPI's support in the patent filing process has also been extremely valuable in protecting our innovations and building long-term technological credibility.

Beyond infrastructure and funding, the mentorship and strategic guidance offered by STPI helped us navigate market validation, connect with industry stakeholders, and establish ourselves as a deep-tech startup from Odisha. Their recommendations and ecosystem support opened doors to pilot opportunities and institutional collaborations, significantly contributing to our operational expansion.

For us, the growth journey truly began with STPI. Their continued support has enabled ThinkRaw to scale sustainably while remaining focused on innovation-driven impact in sustainability, environmental technologies, and blue economy solutions.

Q Please share the key achievements and milestones of your startup, including details related to funding raised, revenue growth, patents/IP filings, awards or recognitions, market impact, partnerships, and any other notable accomplishments.

ThinkRaw Innovative Solutions is a women-led startup from Odisha working at the intersection of sustainability, renewable energy, blue economy, and deep-tech innovation. Incubated by STPI and supported under the NGIS CHUNAUTI programme, the company has achieved several significant milestones in technology development and market adoption.

Our flagship innovation, DhivaraMitra, is a patented solar-powered smart solution designed to promote sustainable fish and prawn farming while improving aquaculture productivity and water quality management. The product has successfully evolved from a prototype into a market-ready commercial solution.

DhivaraMitra has been technically validated by the College of Fisheries, Odisha University of Agriculture and Technology (OUAT), and has been included under the Mukhyamantri Matsya Sampada Yojana of the Government of Odisha, enabling subsidy support and wider adoption among farmers. The innovation is protected by three granted patents and has achieved early commercial success with the deployment of nine units, including five supplied to a NABARD-supported Farmer Producer Company (FPC).

Recognised as both a Startup Odisha and Startup India enterprise, ThinkRaw has built strategic partnerships with government agencies, academic institutions, and fisheries stakeholders.

Key recognitions include:

- Top 5 Innovative Ideas in Asia at the Lemon Grant Contest
- Recognition by the 7 Smart Cities Convergence platform



- Best Innovative Technology in Aquaculture Sector awards from the Government of Odisha and the Ministry of Fisheries, Government of India (2025)
- Swayam Siddha Award and Devi Award
- Our work has also been featured by the Gates Foundation and The Better India for its impact on sustainable aquaculture and rural livelihoods.

Q As India accelerates its focus on sustainability, green technology, and innovation-led entrepreneurship, how do you envision ThinkRaw's future growth journey, and how can STPI continue to support emerging companies?

India's growing focus on sustainability, climate resilience, and innovation-driven entrepreneurship presents significant opportunities for startups like ThinkRaw. Our vision is to expand our portfolio of technology solutions that address critical challenges in aquaculture, agriculture, and rural development while creating measurable environmental and social impact.

We aim to further strengthen our presence in the blue economy and climate-tech sectors through advanced research, product innovation, and wider market deployment. By leveraging renewable energy, IoT, and intelligent monitoring systems, we seek to create scalable solutions that improve productivity, resource efficiency, and sustainability for communities and enterprises alike.

STPI can continue to play a transformative role by expanding access to incubation support, market linkages, pilot opportunities, industry partnerships, and funding avenues for emerging startups. Strengthening support for intellectual property creation, product validation, and global market access will further help Indian startups scale their innovations and compete internationally.

Our journey demonstrates the impact of a strong innovation ecosystem, and we believe STPI will continue to be a key catalyst in nurturing the next generation of technology-driven entrepreneurs in India.

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*35 Years ago, we wrote the first line,
we haven't closed the chapter yet...*